

Kurtis E Minder, CISSP

OBJECTIVE

Experienced Sales Professional, Sales Engineer, and Security Specialist with 13 years of expertise and industry certifications seeking a position to utilize my proven technological and sales abilities to qualify, design, and sell networking and security solutions. My diverse technical and sales background provides a unique perspective to clients and business partners.

PROFILE

I am an energetic, technologically savvy, self-motivated professional who is always hard working and hungry for knowledge. I have the technological aptitude to learn anything needed to be a highly proficient asset to any organization. I believe that commitment to excellence and hard work will always be the vehicle that drives success in personal goals and life.

CERTIFICATIONS

Certified Information Systems Security Professional (CISSP) – 2003	Cisco Certified Design Associate (CCDA) – 2000
Cisco Certified Design Professional (CCDP) – 2002	Certified Cisco Sales Expert (CSE) – 2000
Cisco Certified Network Professional (CCNP) – 2002	Microsoft Certified Professional (MCP) – 1999
Cisco Certified Network Associate (CCNA) – 2000	Saleslogix Certified Engineer (SCE) – 1999

EXPERIENCE

2005-present **Mirage Networks** – Chicago, IL / Austin, TX

- Regional Sales Director, Midwest, West, Strategic
 - Consistently achieved or exceeded quota
 - Rookie of the Year 06, RD of the Qtr 4 times in 2 years resulting in top sales slot company-wide
 - Managed strategic business partnerships with companies like IBM, Security On Demand
 - Strategic customer wins include Cleveland Hopkins International Airport, San Jose State University, Intermatic, Solae, Budco, First National Bank of America, City of Overland Park KS, Indiana University, University of Wisconsin
- Business Development, North America and International
 - Spent 5 months in UK/EMEA building international business pipeline and partnerships
 - Managed all Mirage operations in EMEA
 - Performed sales and technical training to international partners
 - Made 100% of EMEA business objective
- Sales Engineer, Midwest
 - Responsible for technical sales support in the Midwest region
 - Performed proof of concept and eventual full deployment of the Mirage appliance
 - Won Sales Engineer of the Quarter FY Q206

2004-2005 **Caymas Systems** – Chicago, IL / Petaluma, CA

- Sales Engineer, Midwest / Southwest
 - Primary duties include technical presentation of product and proof of concept deployment
 - Responsible for generating new revenue by leveraging contacts, cold calling, and trade-show attendance
 - Continuous feedback to product developers from field experience required
 - Maintained a continuous log of customer activity in salesforce.com
- Maintained sales territory for two quarters due to vacancy
 - 107% of Quota for FY Q405
 - Created new leads and kept quota
 - Managed pipeline and forecast accurately
 - Fulfilled both the technical and sales position simultaneously

2000-2004 SBC Datacomm / SBC Ameritech – Chicago, IL

- Sales Engineer responsible for network design and coordination for SBC customers
 - Maintained a customer base that included large name clients such as WWGrainger, Underwriters Laboratories, Caremark, and United Stationers
 - In 2001, given the additional responsibility of network transport design of products such as SONET, DS3/DS3mux; Designed the OC192 backbone and subring for Blue Cross Blue Shield
 - Led the design and implementation of the Northwestern Memorial Hospital Cisco Network project consisting of over 900 network devices in over 20 buildings, ATM to Gig Ethernet
 - Coordinated, designed, and project managed enterprise network and security solutions utilizing Cisco, Extreme, Nortel for enterprise and healthcare accounts

1999-2000 Ushman Communications – Springfield, IL

- Sales Engineering Manager - duties included managing of engineering department, network design, troubleshooting, site planning, project management, diagramming recommended solutions, and selling networking/security proposals.
 - Managed a team of 5 Systems Engineers
 - Helped train and develop skills for technology professionals
 - Developed data engineering SAPs and SOPs
 - Primary contact and designer for enterprise Cisco equipment
 - Designed large-scale WAN implementations for several large organizations
 - Solely responsible for large Cisco IP telephony project
 - Cisco FY2000 sales accounted for almost 2 million dollars in revenue

1998-1999 Clifton Gunderson – Springfield / Peoria, IL

- Consultant - responsibilities included security audits, network design and installation.
 - Designed Clifton's IPX WAN
 - Developed Network Security Practice in 2001 which accrued over 400k of revenue in its first year
 - Won a Firm "Gunner" Award for my contributions to the Security Practice
 - Performed network security audit for Ministry of Ontario in Toronto Canada
 - Designed custom network management platform for customers
 - Responsible for Microsoft, and Novell's Netware consulting services
 - Accountable for Unix administration firm-wide and Unix Consulting Services

1995-1998 Motion Internet & Various Internet Companies – Springfield, IL

- Principal Engineer - Responsibilities included internet service provider development and design, with implementation of internet services
 - Designed infrastructure for 4 ISPs in the region
 - Responsible for carrier coordination and circuit design
 - Configured all components of ISP operation, including UNIX and NT servers, routers, switches, and authentication methods
 - Designed network management platform
 - Responsible for the financial aspects of the ISP
 - Managed up to 5 Technicians

ADDITIONAL INTERESTS

I frequently volunteer to present at industry functions. I have spoken at a number of conferences, shows, and events. I have guest lectured at the Northwestern University McCormick School of Engineering and at the Northwestern University Kellogg School of Business.

FUTURE GOALS

I am continually seeking out new knowledge by participating in and maintaining user communities while keeping my CISSP up-to-date. My goal is to continually improve my understanding of the technology business, as well as my knowledge of working with individuals in my field.