# YARDIEL D FUENTES, MBA, MSEE, PE

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## CUSTOMER-DRIVEN TECHNOLOGY LEADER
**Leveraging Technology, Managerial Skills, Experience & Team Collaboration for Cloud & On-Prem IT Infrastructure**

Passionate manager and professional who leads and collaborates with technical teams on projects, across the USA and worldwide. Extensive experience with networking, IT Infrastructure, and its project phases: budgeting, design, configuration, testing and deployment – always with a cyber-security and teamwork mindset.

## PROFESSIONAL EXPERIENCE

**MAGICLEAP**, Plantation, FL     **03/2016 – 09/2019**
*Senior Manager, Technology Solutions*
Built a strong team of IT architects, engineers, contractors and staff operating the network infrastructure for AI/Mixed-Virtual Reality software developers and designers worldwide enabling the company to deliver on its fast-paced commitments.
- Established, fostered, manage and led, from scratch, a high performance technical team working on hybrid, private/public GCP/AWS secured designs including on-prem network/storage/compute/cloud infrastructure.
- Maintenance and continuous changes of wireless and wired networking, computing, storage, monitoring and cyber security infrastructure via CI/CD + SRE, infrastructure-as-code methodology.
- Oversaw a small team delivering a critical indoor/outdoor 5G/DAS+MEC project design, Proof-of-Concept and implementation in collaboration with AT&T architects and operations teams.
- Implemented agile processes along with project management for tight deliverables and budget tracking.

**VELES HOLDINGS, LLC**, Fort Lauderdale, FL     **03/2012 – 03/2016**
*CTO & Co-Founder*
Provided vision and subject matter expertise when engaging with nationwide customers and to build a lean team of experts capable of supporting customer's IT infrastructure needs.
- Satisfied Internet Service Providers and Enterprises needs for subject matter expertise and technical training on network designs, deployments and technical support. Carried out technical on-site & on-line training courses on SDN and NFV Bootcamps, Cloud Contrail for customers such as NEC in the USA, as well as in Europe and Middle East.
- Completed RFP bidding contracts for Voice+Video and IT Services as subcontractor in collaboration with reselling companies such as Proteus Networks for large customers (e.g. Brocade, NEC, Vonage, CableOne and Kinber.

**JUNIPER NETWORKS**, Sunnyvale, CA     **05/2010 – 12/2013**
*Major Accounts Systems Engineer*
Contributed as the engineering member of a sales account team with multimillion-dollar/year sales quota in the Southeast USA pursuing strategic new Fortune 500 accounts (e.g. Disney, Publix) by showcasing value add of Juniper solutions.
- Technically designed and showcased customer Juniper Network solutions via POCs, Bill of Materials reviews, training and product demos involving systems such as: MX, SRX, EX, QFX, & secured connectivity products.
- Delivered product deep-dives, functionality demos and features for customers deemed highly strategic by collaborating with the company's Product Line managers to successfully deliver POC and alpha testing of Juniper new products with datacenter on-site demos (i.e. DataCenter Qfabric, 3/2/1-tier Spine-Leaf Q/EX series)

**EXTREME NETWORKS**, Santa Clara, CA     **09/2008 – 05/2010**
*Lead Corporate Engineer*
One of a team of 4 technical liaisons between the company's product development and worldwide sales teams – engaging with customer needs when requested by VP-Sales – assuring successful customer deliverables.
- Constantly engaged with product managers for product specs in support of worldwide regional sales engineers facing technical challenges with product requirements – all towards fulfilling a multi-million/year sales department quota.
- Technical reviewer and contributor of +$1M RFPs and RFIs resulting in successful bidding wins and follow-ups with direct involvement in the design and implementation phases of such RFP responses.

**SOLUNET INC**, Melbourne, FL                                                            **08/2005 – 09/2008**
*CALA Solutions Architect*
Engaged in pre-sales and post-sales strategic technical reviews on networking solutions in support of vendor partner sales teams working with customers in Latin America and the Caribbean region – heavily relying in my Spanish skills.

- Delivered deep-dive training and demos of technologies for Caribbean and Latin American customers in collaboration with product vendor's sales engineers. Delivered and review of technical project scopes, quotes, RFPs and purchasing contracts. All important activities for the sales team to successfully close deals for the region quotas.

## ADDITIONAL RELATED EXPERIENCE

**FPL-FIBERNET**, Miami, FL
*Networking Engineering Manager*
Led a small of team of network engineers driving projects, from concept to deployment, for the inception and expansion of IP, Fiber Optic services for FPL FiberNet. Worked alongside the network engineering team, in the inter-state deployment of a multi-vendor, MPLS-based service provider network, which became the foundation for highest company service revenue growth. Coordinated with vendors and internally on FPL's Energy Electronic Trading Platform setup.

**AT&T LABS**, Middletown, NJ
*Senior Member of Technical Staff (S-MTS)*
Senior Member of a software team developing customized customer automation for auto-provisioning services within the AT&T network. Responsible for C/C++ code, related Internal whitepapers and continuous interaction with operations and R&D teams.

## EDUCATION & CERTIFICATIONS

- **Master of Business Administration (MBA)**, Florida International University, Miami, FL
- **Master of Science in Electrical Engineering (MSEE)**, Tulane University, New Orleans, LA
- **Bachelor of Science in Electrical Engineering (BSEE)**, U of Texas, El Paso, TX; Cum Laude
- Professional Engineer (PE) Florida Registration – Lic # 62575 (Electrical)
- Juniper Networks: JNCIP ENT, JNCIP SP, JNCIE M (Expired)

## TECHNICAL SKILLS

- Programming: AWS Cloud and Google Cloud SDKs, Terraform, Python, SLAX, C, scripting, Kubernetes, DataProc.
- ITS: Openflow, MPLS, BGP/MBGP, ISIS, OSPF, RSVP/LDP, MC-LAG, PIM, Netconf, IP v4/v6, TCP/UDP, DWDM/CWDM, Ethernet, SNMP, High Availability, NAT (CGNAT), UTM, Encryption, IKE/IPSEC, Web-Filtering. Microsoft NPS/DNS, DHCP. 5G, WIFI, Bitbucket/Github repos, Sumologic, DataDog.
- Vendor Products: Juniper, PaloAlto, Aruba, GCP, AWS, ADVA, Riverbed, ExtraHop, Naggios.

## PROFESSIONAL HONORS & AWARDS

Juniper Networks Outstanding Customer Sales Engineering Award; Extreme Networks Innovation Award – Team Award; AT&T Business Engineering Quality Award; Outstanding Graduate Student Award (Tulane University); Valedictorian Top Ten Engineering Graduate Award (UTEP)

## PROFESSIONAL ORGANIZATIONS

ONF – Open Networking Foundation – Contributor; IEEE VR, Communications and Computer Societies – Senior Member

## AVAILABLE PUBLICATIONS & PRESENTATIONS

- NANOG Best Common Operations Practices on DDoS/DoS Attack Mitigation
- www.nanog.org/sites/default/files/NANOG-BCOP_N63-2Feb2015.pdf
- ONF SDN – On SDN Migration Solutions Strategies Brief
- www.opennetworking.org/images/stories/downloads/sdn-resources/solution-briefs/sb-sdn-migration-use-cases.pdf
- www.ieeexplore.ws/document/324325/ - IEEE Technical Publication proceedings – On Robotics Non-Linear Control