

Jon Brown

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Leading Edge Technology • Advisor / Architect / Solutions Engineer

An engaging technology advisor with a flair for explaining complex technologies and trends to business people in a language that motivates them to act.

Guides organisations to take advantage of the benefits appropriate technology can provide - while helping them avoid the deep holes IT can create.

Passionate about emerging technologies and new business models: concepts such as Lean Startup, Split Testing and Minimal Viable Product.

Considerable technical achievement across a wide range of industries and environments - from startup to enterprise.

Committed team player capable of producing high quality work with minimal supervision. Achievements recognised by quota attainment, awards and multiple contract extensions.

Described as an exceptional, Rock-Star, presenter who relishes public speaking.

Enjoys working in small teams to deliver a quality outcome. Values an environment of direct communication and variety.

Currently at DocuSign as a Solutions Engineer: Working with numerous clients to keep their businesses digital - by removing paper-based processes.

Professional Experience

DocuSign, Solutions Engineer 2015 - present
Australia / New Zealand, reporting to Asia-Pacific Solutions Engineering manager.

- Enabled client's business leaders to 'see' their opportunity - and so purchase - via tailored demonstrations and presentations.
- Led Solution Day workshops which progressed sales process.
- Broad industry engagements including Financial Services, Retail, Manufacturing and new to electronic signature markets - such as Real Estate and Legal.
- Business and technology focus helped convert clients from competitor products.
- Two awards at global 'new-hire' event for best presentations.

IBM, Cloud Advisor

2014 - 2015

Selected to join the Cloud Business Unit, reporting to the Director.

- Increased revenue by advancing Cloud client engagements from exploration to active opportunity.
- Conceived innovative ideas and presented them in compelling ways.
- Skilled in navigating the technology and business implications of Cloud.
- Educated and improved skills of senior IBM client facing teams.
- Cross-industry work with enterprises, startups and research teams.
- Created unique and compelling presentation materials - delivered to clients and at conferences.

IBM, Cloud Architect

2011 - 2013

Picked to join the newly formed cross-brand Cloud team, reporting to the executive sponsor.

- Received “Hundred Percent Club” award for exceeding targets (2013).
- Achieved Global No. 2 Cloud sales territory (2013) with 133% YTY Growth.
- Achieved Global No. 1 Cloud sales territory (2012) with 276% YTY Growth.
- Conducted numerous Cloud Computing workshops which grew new business.
- Developed cross-IBM SaaS strategy including cost model.

IBM, Software IT Architect

2009 - 2011

Provided leadership to the technical sales team through management of the technical software strategies and vision for a number of enterprise accounts.

- Received Client Value Outstanding Technical Achievement Award for work with ANZ Banking Group (2010).
- Used technical and business acumen to build and maintain influential relationship with key customers and IBM decision makers.
- Identified over \$2M in opportunities across a range of industries.

IBM, Presales Engineer

2007 - 2009

A key member of the Information Management technical sales team.

- Technical lead in driving several major deals.
- Formulated RFI and RFP responses.
- Worked with major System Integrators and Business Partners.
- Presented at a number of conferences in Australia.
- Conducted education courses in Australia and Malaysia.

Sybase, Senior Systems Consultant (Presales)		2005 - 2007
iWay Software, Systems Engineer (Presales)		2004 - 2005
eXcelon / Sonic Software, Systems Engineer (Presales)		2000 - 2003
ERG Transit Systems, Team Leader	(Contract)	1999
IBM Global Services, Senior Software Engineer	(Contract)	1999
Security First Technologies, Software Engineer		1998 - 1999
Australia Post (EDIPost), Software Engineer	(Contract)	1996 - 1998
Bytecraft, Software Engineer		1995 - 1996
AT&T Global Information Solutions, Consultant		1994 - 1995
Timatch, Hardware / Software Design Engineer	(Contract)	1993 - 1994
Pryda, Analyst Programmer	(Contract)	1991 - 1993
Lombard North Central, Analyst Programmer	(Contract)	1989 - 1990
Midland Bank, Programmer		1987 - 1989

Education

Masters of Information Technology

Swinburne University of Technology

BSc (Hons) Physics with Microelectronics & Computing

Leicester University (UK)

Professional Development

Business / Advisor related

Mini-MBA
Residential C-Suite
Collaborative Client Relationships
Power Messaging

Architecture related

Architectural Thinking
Architecture Skills
Architecting for Performance
Team Solution Design Method
Project Management

Volunteering and Awards

Secretary then President: St Kilda Kinder (Preschool)

Timekeeper: St Kilda City (Boys) and St Kilda Sharks (Girls) Football Clubs

GovHack Business Geelong Award (for "Green-Run"), GovHack 2015

Australian Design Award (for "Computa-Roof" CAD program) 1992