Colby Voss

Cbv1229@gmail.com (314)-323-5105

EDUCATION   **Bachelor & Master of Science in Management Information Systems,** The University of Alabama
Graduation Date: May, 2021   **Undergraduate GPA**: 3.68
Major:Management Information Systems   **Graduate GPA:** 4.00

June 2019 –
August 2019

Developer Intern, *Sales Recko, St Louis MO*

- Improved the UI and functionality of a call-script sales application MVP using HTML, CSS, JavaScript and the Vue.js framework
- Configured call script database to pull different client and role specific call scripts
- Collaborated with senior developers using Git-based source control to review and enact application updates
- Established company's initial web presence by designing and launching WordPress site
- Contributed to front end architecture and debugging efforts to enhance customer satisfaction when using the sales script application

June 2021 –
June 2023

Storage Solution Architect, *Hewlett Packard Enterprise, Tampa FL*

- Completed a 9-month intensive technical training covering the HPE portfolio, enterprise storage, data center architecture and ITOPS
- Led technical conversations with commercial customers on data center strategy, architecture design and implementation best practices
- Delivered technology partner and customer enablement training on how to deploy, manage and position HPE storage platforms and data services software
- Drove immediate sales impact achieving an average quota attainment of 108% in Florida/Carolinas territory over two years
- Strengthened the HPE partner ecosystem in the state of Florida through on-site technical workshops, training engagements, and collaborative solution development

July 2023 –
Present

Enterprise Architect, Cloud Service Providers, *Hewlett Packard Enterprise, Houston TX*

- Architected large-scale data center infrastructure via cloud service providers to support hundreds of thousands of users, optimizing for both performance and scalability
- Led cloud-native customer education focusing on workload repatriation and TCO analysis of migration back to private cloud
- Conducted in-depth financial conversations with enterprise stakeholders to secure funding, navigate CAPEX constraints, evaluate different cost models, and optimize IT spend for solution deployments
- Delivered partner enablement sessions to educate our co-sellers on HPE's AI strategy at the infrastructure and software layers
- Served as presales lead on high visibility accounts contributing to a $100 million dollar quota focusing on large scale GPU clusters and CSP software solutions
- Managed account forecasting activities, supply chain planning, facilitating engineering qualification of new products, aligning customer demand with market supply

SKILLS AND TOOLS

- Cloud Environments
  - o AWS
  - o Azure
  - o GCP
  - o DigitalOcean
- Infrastructure and Orchestration
  - o vSphere/ vCenter / ESXi
  - o Redfish APIs / iLO Server Management
  - o Kubernetes
  - o HPE Greenlake Cloud Platform
  - o Docker
- Storage Integrations
  - o Veeam
  - o Cohesity
  - o Zerto
  - o Qumulo
  - o Commvault
- AI and HPC Infrastructure
  - o NVIDIA DGX/HGX Architecture
  - o Mellanox / InfiniBand Topology
  - o Direct Liquid Cooling and Hybrid Cooling Technologies
  - o Modular Data Center Design
  - o MLPerf Benchmarking