

KEVIN R. GEE

Product and Services Offering Management

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SUMMARY

Comprehensive product and services offering management, from strategic roadmap creation and revenue growth to client engagement and cross-functional team leadership and defining new offerings.

Strategic Leadership in New Offerings and Products

- Strong leadership in developing, launching, and managing products across multiple roles.
- At WWT, built a new line of business promoting IBM's Power Systems, led go-to-market (GTM) strategies for IBM Power, and developed solutions for customers closely aligned with both IBM's and WWT's business goals.
- At Capgemini Engineering, led technical sales for IBM clustering, disaster recovery, and AI products, providing research-based input on future roadmaps and development priorities.
- At Forsythe (now CDW), created and managed new services offerings for new server builds, data center migrations, license audits, and new managed services.
- At ACS, expanded our capabilities in data center migration and disaster recovery testing services.
- Collaboration with sales, marketing, and technical teams to ensure product alignment with market needs.

Product Roadmap and Innovation

- Define and manage product roadmaps that align with business objectives and customer requirements
- Identify market gaps and where products fit best.
- At WWT, decided the account teams' product focus, from a large catalog of options.
- At Capgemini, provided research-backed input into product roadmaps of IBM's high-availability and disaster recovery (HA/DR) products.
- At Forsythe, provided roadmaps for deployment of IBM products with non-IBM offerings.

Consulting Services

- Research customer needs and develop new services offerings, including writing the SOWs and setting pricing.
- Create proposals for new proof-of-concepts and new deployments, and then deliver them.
- Identify market gaps and drive product innovation.

Product Demos and Client Engagement

- Translate complex technical capabilities into tangible business value for clients.
- Create and manage product showcase environments and conduct real-time, hands-on technical demonstrations
- At WWT, built a showcase environment for IBM Power Systems, enabling product demos and hands-on proof-of-concept activities to validate IBM technology and build credibility with account teams.
- At Capgemini, built an IBM Garage environment to showcase the VM Recovery Manager product, conducted live, hands-on demos with customers.

Driving Product Revenue Growth

- At WWT, doubled IBM Power Systems revenue two consecutive years by implementing targeted sales strategies and building technical demonstration capabilities.
- At Capgemini, led initiatives to turn a new IBM software product from \$0 to \$15M in revenue within two years.
- At Forsythe, increased the billing rate on consulting engagements with 100% utilization for an entire team.

Cross-functional Collaboration & Mentorship

- Cross-functional collaboration, working closely with engineering, sales, marketing, and leadership teams.
- Mentor channel partners and account teams on solution design, deal structure, SOWs, and pricing.

Market Positioning & Sales Enablement

- Develop sales collateral, digital content, and product incentives for partners.
- Market positioning, helped customers and sellers understand the competitive advantages of IBM Power Systems and other products through presentations and GTM strategies.
- Competitive analysis between products.

PRODUCT EXPERIENCE

- **Platforms/OS:** IBM POWER and PowerVS, IBM LinuxOne, AWS, Skytap. Red Hat Openshift for Power
- **Operating Systems:** AIX, Red Hat Linux, SUSE Linux, IBM i (sales)
- **Storage & Backup:** IBM Storage Scale, ESS, FlashSystems, Protect (TSM), Pure Storage, Hitachi, CommVault
- **AI Platforms:** IBM WatsonX
- **Automation:** Power Virtualization Center (PowerVC), Ansible
- **Storage Clustering:** IBM Storage Scale, IBM Elastic Storage Server (ESS)
- **Disaster Recovery:** IBM VM Recovery Manager, Veritas VRP
- **Server Clustering:** IBM PowerHA for AIX and Linux, Veritas InfoScale, SUSE-HA
- **Backup/Recovery:** IBM Spectrum Protect (TSM), IBM Spectrum Archive, CommVault client
- **Misc:** IBM Maximo (sales), IBM PowerSC (sales)
- **Over 100 certifications** (sales, technical sales, technical certifications, from IBM, Red Hat, Veritas, etc.)

PROFESSIONAL EXPERIENCE – COMPANIES AND ROLES

GEEK TEKHOLOGY

2011-present

- Freelance Technical Consultant

WORLD WIDE TECHNOLOGY

2022-2024

- Global Technical Solutions Architect (equivalent to a Field CTO)
- Technical Sales Advisor
- Business Development Executive
- Sandbox Lab Architect and Administrator
- IBM Champion for IBM Power Systems (2023, 2024)

CAPGEMINI ENGINEERING

2018-2022

(formerly Aricent and Altran)

- Technical Client Executive / Technical Account Manager
- Director, Technical Sales
- Engineering Services Solution Architect
- Tech Sales SME for IBM Power Systems HA/DR software, IBM BOA and Sterling Commerce
- Sandbox/Demo Lab Administrator for IBM
- IBM Champion for Power Systems (2019, 2020, 2021, 2022)

FORSYTHE TECHNOLOGY, A SIRIUS COMPANY

2011-2018

(acquired by Sirius, now part of CDW)

- Master Consultant/Managing Consultant
- Lead Managed Services Architect and Engineer
- National Solutions Architect

AFFILIATED COMPUTER SERVICES, A XEROX COMPANY

2002-2011

(now part of Atos)

- Infrastructure Management Principal/Consultant

EDUCATION

Doctor of Philosophy (incomplete, candidate, ABD) – Computer Science, **The University of Texas at Arlington**

Master of Science – Computer Science, **The University of Texas at Arlington**

Bachelor of Science – Computer Science, **Brigham Young University**

Bachelor of Arts – Spanish, **Brigham Young University**