

Kevin R. Gee

Client CTO | Technical Sales Architect | Master Consultant | Offering Management

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SUMMARY

Data Center Infrastructure Architecture
Technical Sales Enablement
Mentoring and Coaching Sellers
Product Roadmaps and Market Research
Create and update client strategy
Manage partner relationships
Innovation, launching new services
Product Demos
Published technical author and researcher
Cross-Functional Leadership
Merge IT organization infrastructures
Managed Services

Data Center Migrations
New Server, Storage, Software Deployments
IT environment and Licensing Audits
Data migration to new SAN solutions
Disaster recovery strategy and execution
Application installation and upgrade
Hardware refresh, replatform and upgrade
Software, modernization and upgrade
SAN storage upgrades/consolidations
Mentoring engineers and customers
IBM Champion

- Turned around a legacy product, beating forecasts by **35%** and increasing install base by **25%** through an aggressive approach to workshops and live demos around the world..
- Sold an extension to an engineering services contract, resulting in **\$6 million** of new revenue over 3 years.
- Market launch of a new Disaster Recovery tool, resulting in **\$15 million** in new revenue within 2 years.
- Created new data center migration and managed services, averaging **\$1 million** of new revenue each year.
- Launched a new line of business at a global reseller, **doubling** revenue each year.
- Conceived and built multiple technical “showcase” labs to drive sales by enabling clients and sellers, using successful proof-of-concept engagements to enhance trust.
- As a consultant, maintained a **100% success rate** in planned Disaster Recovery tests.
- Recognized with awards for innovation, multi-team collaboration, and consulting sales. Recognized by IBM as an “IBM Champion” 6 years in a row for technical excellence and advocacy.
- Creator of technical manuals and technical certification exams.
- Frequent speaker at industry conferences, including **IBM TechXchange 2024** (upcoming)
- Over **100** technical and sales certifications in server, storage, AI, HPC, automation, cloud, security, sustainability, and application technologies for multiple IT vendors.

TECHNICAL EXPERTISE (selected list, not complete)

Platforms/OS/Hybrid Cloud: IBM POWER, AIX/Linux, IBM LinuxOne (sales), Red Hat OpenShift for Power

Storage & Backup: IBM Flashsystems, IBM Storage Scale/ESS, Pure Storage, Hitachi, Dell/EMC

Backup: IBM Protect (TSM), Commvault

Public Cloud: IBM PowerVS, AWS, Skytap

AI Platforms: WatsonX

Automation/Private Cloud: IBM PowerVC, Red Hat Ansible, Turbonomic, Instana

Clustering & Disaster Recovery: IBM PowerHA, Veritas InfoScale, IBM VM Recovery Manager, Pacemaker

Misc: IBM Aspera, IBM PowerSC, Maximo (sales), IBM i (sales), IBM Sterling (sales)

PROFESSIONAL EXPERIENCE

World Wide Technology

2022 – 2024

Global Technical Solutions Architect

- Created a new line of business, driving strategic product sales around server and cloud technologies.
- Developed strategies for complex infrastructure solutions, doubling annual revenue for two consecutive years.
- Built a technical showcase lab, enabling product demonstrations and proof-of-concept engagements, which facilitated business growth through solution validation.
- Closed major deals with new logos, contributing significantly to revenue growth.
- Tailored solutions to align with customer business needs, ensuring technical excellence and innovation.

Capgemini Engineering

(formerly Aricent and Altran)

2018-2022

Client Executive - Technical Sales

- Managed IBM channel partner technical sales enablement efforts, focusing on disaster recovery and AI solutions, while contributing to product roadmaps and service creation.
- Collaborated on engineering contracts and renewals for AI, cloud, disaster recovery, security, and services.
- Successfully managed the launch and growth of new software offerings and services.
- Built and administered a technical lab for a partner to conduct product demonstrations, driving new customer engagement and showcasing advanced technology solutions.

Forsythe Technology, a Sirius Company

(now part of CDW)

2011-2018

Master Consultant

- Top-5 consultant; promoted to Master Consultant and functioned in a Managing Consultant role.
- Led consulting and product management initiatives, developing new services for data center migration, disaster recovery, and managed services.
- Managed pre-sales engagements and designed custom IT infrastructure solutions, delivering significant business value across industries.
- Created new managed services offerings, contributing millions of dollars in new contracts.
- Consistently exceeded consulting targets and received multiple awards for innovation and collaboration.

Affiliated Computer Services, a Xerox Company

(now part of Atos)

2002-2011

Infrastructure Management Consultant

- Infrastructure management SME for global clients, focusing on managed services, backup/recovery, disaster recovery, and data center migration.
- Developed and managed service offerings around disaster recovery and enterprise backup, ensuring operational continuity and customer satisfaction.
- Successfully led over 100 major client projects, including data center migrations and technical refreshes.
- Achieved a 100% success rate on planned disaster recovery tests for clients.

EDUCATION

- **Doctor of Philosophy candidate** (*Incomplete, "ABD"*) – Computer Science, The University of Texas at Arlington
Emphasis: Machine Learning, Natural Language Processing
- **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