

	
Name:	<u>Alex Iván Luna Castro</u>
Personal Information	Nacionalidad: Boliviana Edad: 53 Estado Civil: Casado Lugar de Nacimiento: Murillo, La Paz Bolivia
Education	2001 Informática UMSA
International Certifications I have written CCIE R&S. And prepare Lab CCIE end April 2021	ID: CSC010612817 CCNP Security Cisco Certified Security Professional Feb 2020 to Feb 2023 CCNP Enterprise Cisco Certified Network Professional Re-Certified Feb 2023 CCDP Cisco Certified Design Professional Re-Certified Feb 2023 CCDA/CCNA/CCNA SEC Re-Certified Feb 2023 CCSI Certified Cisco System Instructor 2003-7 – 2007-7 CEH Expired Certification 2010 CISSP Expired Certification 2012

Experience

Direct and plan the requirements of both the infrastructure and networks area.

- Contribute to sales teams ability to meet quota target (revenue, profit)
- Create and deliver enticing proof-of-concepts/presentations/proposals and gather/document/influence requirements
- Create high-level solution designs/architectures
- Translate business/technical requirements into actionable scope of work items
- Develop strong relationships with customers as a trusted technical advisor
- Discovery/identify potential new opportunities (wider and deeper)
- Technical oversight on solution configuration, design, proposal and deployments
- Effective delivery of training/knowledge sharing/transfer with both technical and non-technical audiences.
- My experience +18 years
- Technical Depth in Data Center (SAN, NAS, Nexus, UCS, virtualization, VDI, application acceleration, Unified Fabric, Blade Technologies, Data Center Converged Solutions, vBlock, FlexPod, Data Center Automation and Orchestration)
- Strong technical background and product knowledge/features/benefits of Data Center Solutions and Collaboration Solutions.
- Competency in other solution sets: Borderless Networks (routing, switching, wireless, security (PCI, PCI-DSS), Collaboration (unified communications, telepresence)
- Very strong communication skills and understanding of business drivers
- Experience translating business requirements to technical requirements
- Experience with BoM/SoW creation, scoping/pricing services
- Experience with DC design/network architecture and working as a technical sales engineer
- Experience with VAR, consulting or Vendors
- Experience with competitive positioning
- Knowledge solutions from the following manufacturers: Cisco, Citrix, EMC, VMware and Hitachi.

Ende Tecnologías
Gerente de Infraestructura
December 2019 – November 2020

ITC Group
Gerente de Negocios Cisco Systems
Enero 2012 – Septiembre 2018

<p>Design of the high availability IP network, network analysis, specification and development of the technological change project for the National Electoral Court, YPFB, YPFB Andina, MAFP, Ministry of Economy and Finance, Ministry of Education Ministry of Education Health among others includes IP Telephony, IP Contact Center, Security IP surveillance cameras, SAP Data Center.</p>	<p>Cisco Systems Perú External Consultant Junio 2008 – Diciembre 2011</p>
<p>BID consultation for the design, implementation and installation of the communications platform of 1.5 million dollars nationwide for the Ministry of Health. In addition to managing the Network and W2k3 Servers. The network has the following technologies: IP Telephony, IP Contact Center, IPTV, Wireless Bridge, Routers 3800, Switch 6500, PIX 525, among others, all equipment is Cisco.</p>	<p>Banco Interamericano de Desarrollo Ministry of Health Administrator Network and Communication SNIS Nacional Marzo 2005 – Junio 2007</p>
<p>Information Security Consulting Redes & Comunicaciones</p>	<p>Eco Futuro Consultant Network and security Octubre 2005 – Enero 2006</p>
<p>Design and dimensioning of the entire equipment and fiber optic infrastructure.</p>	<p>UMSATIC Fiber Optic Project Advisor Diciembre 2003 – Marzo 2004</p>
<p>It gives classes in Diploma in Networks and telecommunications, Cisco CWENT Certifications, ICND, BSCI, DESGN, Cisco Product Solutions, Hacking and Security of EC-Council, Microsoft Windows 2003 and network services.</p>	<p>Centro de Transferencia de Tecnología (CTT) Centro Autorizado de CISCO. Certified Cisco System Instructor Abril 2002 – hasta Septiembre 2007 Gerente de Operaciones Abril 2002 – hasta Febrero 2005.</p>
<p>Network administration and project design for corporate clients, implementation of VoIP WiFi, security and other network services.</p>	<p>Unete Product Manager Internetworking Noviembre de 2002 hasta Febrero del 2003</p>
<p>Systems audit was carried out at the following institutions: Mutual La Paz, FNDR, Mutual Jesús Nazareno.</p>	<p>Delta Consult Consultor para Auditoria de Sistemas Diciembre 2001 hasta Marzo de 2002</p>
<p>Implementation of the Microsoft ISA server, VoIP configuration at the Latin American level, responsible for the management of Windows servers and Lotus Domino, the implementation of security policies and servers and design for the implementation of structured cabling was carried out.</p>	<p>World Vision Bolivia Encargado de Sistemas Agosto 2001 hasta Febrero de 2002.</p>

The union of its branches in the interior of the country was designed and implemented through the Internet, firewall configuration, Exchange 2000 mail server and Windows 2000 servers. In addition, policies were created for server management, internetworking and security equipment, as well as implementation of structured cabling for your new building.

NOC administration, configuration of routers, NAS, switches, DSLAM, RADIUS, Linux and Windows 2000 servers, installation and administration of satellite equipment.

Design of solutions in networks and servers, implementation and installation of satellite antennas, routers, switches.

Connection with the Mexican government through Internet, network administration and Novell 3.2 servers

Classes of different packages and programming languages were taught.

Classes of different packages and programming languages were taught.

Care Bolivia

Consultor

Internetworking/Seguridad y Servidores
Abril 2001 hasta Junio de 2001.

IFX Networks Bolivia Ltda. (Unete)

Administrador de Redes

Julio de 1999 hasta Enero de 2001

Micro Expansion

Gerente Internetworking

Internetworking

Abril de 1990 a Julio de 1999

Embajada de México

Encargado de Sistemas

Noviembre de 1988 a Marzo de 1990

Instituto Bit

Instructor de Qpro, Word, Excel, Access

Enero 1988 a Octubre de 1988

Instituto Computación Superior

Instructor de Pascal, C, Lotus, Qpro

Word Perfect

Enero 1987 a Octubre de 1988

Cursos

CCIE Enterprise Networking LAB in progress

Devnet Automation with python, nornir, ansible, netmiko and paramiko

Cisco Voice v6

Cisco IP Voice
Knowledgenet 2008-6

Cisco CRSD
Cisco IPCC Express & IP IVR Deployment
XNET 2006-5

Cisco QoS
Quality Of Service
XNET 2006-5

Cisco IPTEL2
IP Telephony 2
XNET 2006-5

Cisco IPTEL1
IP Telephony 2
XNET 2006-4

Cisco CSPFA
Cisco Secure PIX Firewall
CTT Bolivia 2005-8

Cisco DESGN 1.0
Designing for Cisco Internetworking
Solutions
Knowledgenet
2004-11

Cisco BSCI
Building Scalable Cisco Internetwork
642-801
Knowledgenet
2004-10

Cisco BCMSN
Building Cisco Multilayer Switched
Network
642-811

<p>Cursos</p>	<p>Knowledgenet 2004-9 Cisco CIT 5.0 Cisco Internetworking Troubleshooting 642-831 Knowledgenet 2004-8 Cisco BCAN Building Cisco Remote Access Network 642-821 Knowledgenet 2004-6</p> <p>Cisco CSVPN Secure VPN Knowledgenet 2003-7</p> <p>Comptia Network + CBT 2003-7</p> <p>Network Infrastructure 70-216 Microsoft CBT 2003-7</p> <p>Building Scalable Cisco Internetwork CTT Colombia BSCI(640-901) 2003-2</p> <p>Comptia Security+ CBT 2003-2</p> <p>DCN (640-441) CTT Bolivia Designing The Network Structure. 2002-11</p> <p>CPSE (Cisco Product Sales Expert) CTT Bolivia 2002-11</p> <p>Interconnecting Cisco Network Devices CBT ICND (640-607)</p>
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<p>Cursos</p>	<p>2000-6</p> <p>Advanced Cisco Router Configuration Sofnet (Buenos Aires – Argentina) (Centro Autorizado Cisco) 1999-8</p> <p>Introduction to Cisco Router Configuration Sofnet (Buenos Aires - Argentina) (Centro Autorizado Cisco) 1999-3</p> <p>Conocimientos del Idioma Inglés Centro Boliviano Americano nivel medio 1996-1997</p> <p>Networking Essentials Microsoft CBT 1996</p> <p>Técnico en Programación Instituto ItenComp 1992</p>
<p>Referencias</p>	<p>Daniel Cornejo Google Cloud Channel Territory Manager Telf. +51 954 783 821</p> <p>Raphael Chinga Cisco Systems Perú TAM Bolivia y Perú Telf. +51 993 507 444</p> <p>Adolfo Koch Gerente General ENDE Tecnologías Telf. +591 72051468</p>