

Bryan Davis

Services Leadership and Proud Technologist

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📍 Greater Chicago Area



EXPERIENCE

Senior Manager, Solutions Architecture

Dell

📅 Apr 2012 - ongoing

📍 Greater Chicago Area

- Pre-Sales Leadership to the Sales and Client Management teams managing a \$20MM pipeline
- Delivered oversight for portfolio of Unix to Linux migration and Healthcare infrastructure accounts
- Developed solution presentations, built proposals, financial / accounting models, ROI/ TCO calculations, Contracts / SOW and trade show / marketing materials, Participated and presented in trade shows
- Provided and managed delivery services following successful sales of the aforementioned solution presentations.
- Managed and leveraged onshore / offshore / nearshore resources, providing solutions to customers worldwide.
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Vice President, Healthcare Operations

Clarity Solutions

📅 2006 - 2012

📍 Westchester, IL

Joined an exciting startup team that was later acquired by Dell. Managed group of infrastructure and application engineers, delivering services to GE healthcare and their customers

- Grew and developed a relationship with Avnet services to provide various infrastructure and technology services to Avnet's client base.
- Identified as the lead outsourced provider of services to GE healthcare Centricity business, EMR and Practice Management applications.
- Provided and managed delivery services following successful sales of the aforementioned solution presentations.
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Director of Professional Services

NeoMedia Technologies

📅 1999 - 2006

📍 Lisle, IL

Startup with Patented IP, IBM / Sun Partner

- Designed the NeoMedia storage practice, providing \$14M in revenue in 2002 and 2003.
- Developed and extended IBM and Sun Infrastructure services supporting hardware sales and implementation of various high-availability and virtualized consolidation services.
- Conceptualized and managed offshore development and overseas intern program.
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STRENGTHS



Team Development

Creative challenges and stretch goals



Revenue Growth

Expand offerings, cultivate relationships

EDUCATION

M.S. in Computer Science / Robotics

North Central College

📅 Sep 1996 - June 1999

B.S. in Computer Science

Elmhurst College

📅 Sep 1990 - June 1995

TECHNOLOGIES

Internet of Things

Industrial Controls

Sensors

Embedded Control

Raspberry Pi

Arduino

ESP8266

PLC

Application Modernization

Unix to Linux

App Portfolio Rationalization

Cloud migration