

Enrico Filipazzi – CURRICULUM VITAE

PROFESSIONAL SUMMARY

I'm an experienced (15+ years) pre-sales and consulting professional with a long history in IT Network and Security technologies. In my professional experience, at the beginning, I worked as freelance IT technician, then in the full channel actors with pre-sales and consulting roles in an important Italian System Integrator (Lutech S.p.A.), Value-Added Distributor (ARROW ECS, formerly Computerlinks) and Cybersecurity Vendor (Sophos Italia s.r.l.).

I deal with Enterprise customers/prospects and Partners across a wide range of verticals.

I am a strong problem solver who knows how to get the job done.

I can confidently translate technical detail into desirable business value and viceversa to map business needs to a suitable technical solution. I take care of customer needs and I'm committed to build a trust and collaborative relationship.

I've understood that my heart is with the pre-sales, then I am now keen to be into a vendor pre-sales position in a dynamic and challenging vendor environment.

Now... you can proceed to read the next page for a more descriptive information about me and my role, or jump to my career history.

A MORE DESCRIPTIVE VERSION OF ME, MY WORKING EXPERIENCE AND ATTITUDE

I currently hold a role of Senior Sales Engineer at SOPHOS. The main focus of my activities is to provide consultancy and presales competences during the full sales process to Sophos Account Managers together with Customers and Partners; I also provide a wide range of consulting, technical and training activities (related to post-sales and delivery).

I previously held a similar role of Sales and System Engineer at ARROW ECS, with main responsibility for SOPHOS, F5 NETWORKS, JUNIPER NETWORKS, GEMALTO (formerly SAFENET), FORCEPOINT and ENDIAN brands. For some of the Vendors I worked with, I was engaged to act as an extension of their Presales and Consultancy Team (meeting with partners and prospects/customers at the side of Vendor's Sales Team is an almost daily activity). My activities and my role was mostly focused, but not limited, to Channel: Partner recruitment, enablement, training... and supporting them on the Field (meetings, presentations and demos, PoC, marketing/sector events,...). This has allowed me to improve my experience with end users (prospects and customers) too.

I have experience with every market sector and I'm engaged in continuous interaction with all the sales process actors -including final customers- to apply cross-skills with the subjects I commonly deal with (Cybersecurity, Network Security, L3 Firewall & Web Application Firewall, SSL VPN, IPSec VPN, Application Delivery Controller, Strong Authentication, WAN Optimization, IPS, Fraud Prevention, and other).

I have a passion for Presales and I enjoy my role for the mix of competences and tasks it needs and implies: understanding customer needs, translating these in requirements and looking for an optimal sustainable solution. I always try to express an enthusiastic commitment and leveraging the mix of hard and soft skills I developed throughout my business and personal experience. I strongly believe in participating relations with integrity, collaboration and sharing.

I'm always committed to gain and keep deserving the trust of team, partners and customers I work with: I am committed and flexible with a focus to understand and share their needs in order to look for the best solution.

My attitude is to listen and understand the needs of my customer and I keep a consultative approach to make my interest in technologies and their adoption the key to find a successful solution. When possible (and I do my best to make this is possible), I leverage on my creativity to enhance the value achievable in addressing a problem or need using new approaches and defining the solution. I believe in knowledge sharing. This and my social skills helped me in my daily activities, which include also a role as a Trainer.

In my previous experience, I was employed at the competence center network of Lutech S.p.A. as System Engineer. In this area, I have learned to project and deliver network, voip and application delivery solutions, deliver training operations (I still do in the actual job role) and I have provided personal assistance during implementations, and support cases. I have mainly dealt with Networking, VoIP and Application Delivery Networking with Vendors like Cisco and F5 Networks. Over the years, I have gained technical and relationship skills, operational flexibility as well as commitment to work with and assist the colleagues of other business units and entities active to bring important projects to a successful conclusion.

Main Hard skills

IT Security, with primary focus on the following areas/products/technologies:

- Firewalling – Sophos UTM, Sophos XG, Juniper SRX, Forcepoint NGFW (formerly Stonesoft), Endian FW, F5 Networks BIG-IP AFM
- Web Application Firewall – Sophos UTM/XG, F5 Networks BIG-IP ASM
- Application Delivery Network – F5 Networks BIG-IP LTM/GTM
- Switching – Cisco System Catalyst and Juniper Networks EX
- Endpoint Security – Sophos

- Authentication – Safenet Authentication Manager, SAS Safenet Authentication as a Service, F5 Networks BIG-IP APM
- IPS – Forcepoint IPS, Sophos
- Data Protection (Encryption, Tokenization and Key Mgmt) – Gemalto (formerly Safenet) LUNA
- WAN Optimization – F5 Networks WOM
- SSL VPN – Pulse Secure, Sophos UTM/XG
- IPSec VPN – Juniper SRX, Sophos UTM/XG

Secondary Hard Skills

- Virtualization (VMware Workstation, ESX/ESXi/vSphere)
- Cisco IOS and CatOS

CAREER HISTORY

September 2017- Present **SOPHOS - Milan, Italy**
One of the best cybersecurity worldwide vendor

Senior Sales Engineer – Technical presales support for Sophos and partners sales force (Product Managers Account Managers,...), including engagement with final customers (all markets sectors).

Main duties and responsibilities:

- technical consultancy, support to design solutions based on every Sophos security products and deliver them in production deployments
- value proposition and demonstration of solutions and technologies (live demos, Proof-of-Concepts, implementation of demo labs,...) facing different speakers with different roles (from CxO to technical team members) in different situations (both Partners/System Integrators and End Users/Customers)
- presales activities on behalf of vendors or partners for partners and final customers
- partner enablement activities
- presentations and lectures in IT events
- training for resellers, partners and end users
- supporting partners to deliver RFI, RFP and RFQ documents
- consultancy, delivery of specialized activities, support and help to resellers, partners and vendors during implementation of project deployment.

September 2012- 2017 **ARROW ECS (formerly COMPUTERLINKS) - Milan, Italy**
A worldwide value-added distributor, with Business Unit specialized in IT Security solutions.

Senior Systems Engineer – Technical presales support for Computerlinks and partners sales force (Product Managers Account Managers,...), including engagement with final customers (all markets sectors). Currently responsible mainly for five brands (Sophos, F5 Networks, Gemalto, Forcepoint, Juniper). Secondary responsibilities are about Endian (Firewall and HotSpot) and Pulse Secure (VPN SSL).

Main duties and responsibilities:

- technical consultancy, support to design solutions based on the technologies in my area of responsibility and deliver them in production deployments
- value proposition and demonstration of solutions and technologies (live demos, Proof-of-Concepts, implementation of demo labs,...) facing different speakers with different roles (from CxO to technical team members) in different situations (both Partners/System Integrators and End Users/Customers)
- presales activities on behalf of vendors or partners for partners and final customers
- partner enablement activities
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Main Achievements

- *F5 Networks Partner BootCamp program. This program aims to consolidate existing and recruit/enable Channel Partners and to reposition and promote the F5 Vision. This Campaign includes a mix of tasks; I am the owner for technical presales activities like presenting the solution, qualifying opportunities, demonstrating a "Partner Kit" (including Software, Virtual Demo Environments, Documentation,...) supporting partners in their activities on the field and coordinating with all the involved entities (Vendor Channel Resources, Arrow Product Mgmt and Arrow Marketing,...). This initiative is still in progress and is having a very good feedback from the field and in terms of business results.*

2006 – 2012

Lutech S.p.A. - Milan, Italy

A leading company in the Italian market of Consulting, System Integration and Outsourcing

Systems Engineer – Manufacturing, Telco and Media markets making network, VoIP and ADN Projects. Main duties and responsibilities:

- Requirement analyses and feasibility studies
- Project Management
- Design and implementation
- Consultancy and technical assistance
- Providing training to final customers

Main achievements

- Mediaset S.p.A.
Planning and creation of Load Balancing and ADC solutions in different application environments (SOA, Siebel, Oracle 11g, S4M etc.) through BIG-IP devices (LTM/APM) F5 – VMWare Integration with auto-provisioning (plug-in). Media shopping website web + WAF Load Balancing solution (LTM/ASM).
- Sky Italy S.p.A.
Planning and creation of Local and Global Load Balancing solutions on different Data Centers through Viprion 2400 (LTM/GTM) devices used in Virtual Clustered Multiprocessing mode (vCMP) relating to the Skygo environment.

2003 – 2006

Freelance - Milan, Italy

Management of IT solutions

Consultant and technical support – employed as network service operation and maintenance technician, carrying out configuration and troubleshooting duties relating to network equipment in a Cisco System environment for different end-customers (Lisit, Sky Italia, Telecom Italia, Fuji medical and so on...)

1997 – 2003

M.A.E. Montaggi Automazioni Elettriche - Pieve Emanuele – Milan, Italy

Electrical system Company

Electrical system technician - Specialized in civil and industrial electrical systems, TV, Satellite, antitheft and telephony systems as well as intercom system installation

EDUCATION AND TRAINING

High school diploma specializing in electronics and telecommunications from ITIS G.Giorgi (Viale Liguria - Milan), October 2003

Main Active Certifications (not including less relevant)

Certification	Provider	Date	Note
UTM - Certified Engineer	Sophos	21/01/2013	Network Security
UTM - Certified Architect	Sophos	30/01/2013	Network Security
UTM - Engineer - ATC	Sophos	15/12/2014	Train-the-trainer
UTM - Architect - ATC	Sophos	15/12/2014	Train-the-trainer
XG - Certified Engineer	Sophos	Dec-15	Network Security
XG - Certified Architect	Sophos	Dec-15	Network Security
XG - ATC	Sophos	Jan-16	Train-the-trainer
Junos, Associate (JNCIA-Junos) JN0-101	Juniper Networks	26/05/2015	General Lev 1
Security, Specialist (JNCIS-SEC) JN0-332	Juniper Networks	26/05/2015	Network Security
Enterprise Routing and Switching, Specialist (JNCIS-ENT) JN0-343	Juniper Networks	01/12/2016	Routing & Switching
Extreme Networks Design Professional	Extreme	26/03/2015	Sales Engineer Lev 1

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	Networks		
101: Application Delivery Fundamentals	F5 Networks	08/08/2013	ADC Lev 1
201: TMOS Administration - F5 Certified BIG-IP Administrator	F5 Networks	14/03/2014	ADC Lev 2
301a: LTM Specialist: Architect, Set-up & Deploy	F5 Networks	16/01/2015	ADC Lev 3
301b: LTM Specialist: Maintain and Troubleshoot - F5 Certified Technology Specialist, LTM - (F5-C-: F5CTS00000975LTM)	F5 Networks	15/06/2016	ADC Lev 3
F5 Certified Technology Specialist, GTM	F5 Networks	22/09/2016	ADC Lev 3
ECSA	Endian	16/11/2012	Network Security
ECSE	Endian	04/12/2012	Network Security
Forcepoint NGFW Administrator	Forcepoint	Dec-16	Network Security
Forcepoint NGFW ATC	Forcepoint	Dec-16	Train-the-trainer
ProtectV v1.0	Safenet	Oct-12	Virtualization/Encryption

Other Courses/Principal Events

Provider	Subject	Notes	Year
Gemalto	Luna SA Course	Training for System Engineers	2016
Juniper	EMEA Tech Summit 2016	Technical Update for Presales EMEA Event	2016
F5 Networks	Partner BootCamp TMOS v12	Train the Trainer course	2016
F5 Networks	Partner BootCamp TMOS v12 - Architecture	Train the Trainer course	2016
F5 Networks	Partner BootCamp TMOS v11	Train the Trainer course	2015
Forcepoint	NGFW Administrator	Train the Trainer course	2016
Sophos	SFOS v15 architect course	Technical Update for EMEA Trainers	2015
Safenet	Storage Secure	Training for System Engineers	2014
Safenet	Safenet Authentication Manager 8.0	Training for System Engineers	2013
Safenet	Safenet Authentication as a Service	Training for System Engineers	2013

Foreign languages

Intermediate spoken and written English (Level A2/B1)

Native language

Excellent spoken and written Italian

ADDITIONAL PERSONAL INFORMATION

Place and date of birth:

Outside activities:

OTHER interests: football, trekking, motorcycling.

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