

Resume of Mr. Kemal Danisman

Senior software technical specialist and solution architect

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<http://danisman.co.uk>

IBM Software Solution Architect (SWITA) in the UK for Retail, Transportation and Aerospace clients.



Profile

A successful senior enterprise software technical specialist and solution architect with extensive product experience of IBM software and industry - primarily local government, retail and aerospace. Currently working on medium and large value multi-year deals (£500k to 5m+).

Customer-facing technical consultant with sales, business and technology experience striving to help clients extract value from and deploy successfully large software infrastructures. Confident public speaker, educator and consultative seller working at all levels up to CIO/CTO.

IBM Senior IT Specialist, Open Group Certified IT Specialist-level qualified, member of IBM's Technical Leadership program for the top 5% technical talent.

Member of the British Computer Society and the Institution of Engineering and Technology.

Specialties

Software technical specialist
Product demonstrations
Enterprise software technologies
Enterprise (E2.0) collaboration solutions
Collaboration software & knowledge management

Consultative seller
Business – IT alignment using software
Business cases and software licensing
Business & technology strategy development
Sales engagement program management

Software solution architect, using IBM Team Solution Design (IBM's internal methodology used for solution modeling)
Technical offering and business proposals
Presentations, training and customer enablement
Software problem resolution management
Ad-hoc software application development

Mentoring and career support for colleagues and graduates
Presenter on E2.0 and educator on software technology courses

Characteristics

Trustworthy and hard working
Creative problem solver
Client success focused
International in scope
Collaborative and team-centered delivery

Professional experience

January 2009 – present – Senior Software Solution Architect Pre-sales, IBM Software Group (SWG)

Senior Software IT Architect in the retail, travel & transport, engineering and aerospace & defence sectors, working with leading enterprises to define, design, solution and sell IBM cross-brand software solutions.

Customers include the UK Ministry of Defence, BAE Systems, Babcock Marine, Rolls Royce, Arcadia Group, Alliance Boots, TNT Express and others.

Responsibilities include pre-sales consultancy, technical account management, third party relationship management and solution integrations, and advocacy of IBM software and services offerings, process methodologies such as CVI & TSD. Also providing post-sell implementation support and troubleshooting consultancy.

Activities include detailed and high-level architectural design and software solutioning using the full IBM software portfolio and third-party systems. Sales activities include prospecting, business value assessments, sales engagements, software licensing innovation, asset value improvement activities and customer support assistance.

Specific interest and experience in Enterprise 2.0, social and collaboration software in the enterprise, knowledge management solutions, technology and adoption strategies.

July 2002 – December 2008 – Senior Technical Pre-sales specialist, Lotus Software, IBM Software Group (SWG)

Technical Sales Specialist with local government, central and local government, armed forces and SME/SMB responsibility, providing the Sales, Services and Consultant teams with technical support in the pursuit of software sales activities to customers. Also supporting internal teams (e.g. IBM Global Services teams with enablement of Lotus technologies) as well as external parties such as IBM Business Partners and Integrated Systems Vendors (ISVs).

Providing customers advice and consultancy on business value, deployment and software strategy and new technologies. Also presenting to customers, business partners and external bodies on Lotus software and strategy, providing demonstrations of the software using servers and client PCs and developing proof-of-concepts builds. Customers include numerous local and city councils, education authorities and universities, the Ministry of Defense, the armed forces, central government and internal IBM divisions.

Leading in collaboration software thought leadership through blogging, creating knowledge assets in internal systems, facilitating the dissemination of product training and providing classroom education sessions for customers and partners on product specifics.

Teaching IBM and customer training courses on IBM products, speaking at international events on collaboration technologies.

Products: Web 2.0 and social collaboration technologies, IBM e-Forms and W3C XForms, IBM middleware (WebSphere Application Server and Portal Server, Lotus Collaboration products (instant messaging, team workplaces, document management and workflow, extended search and expertise location), Lotus Messaging products (Notes clients and Domino servers, Domino Designer RAD application development using formula and LotusScript/JavaScript, Domino Web Access and Eclipse Managed Clients), Lotus mobility products (Lotus Expeditor (Eclipse smart clients), Lotus Mobile Connect (secure VPN)) and IBM development technologies (Rational Application Developer, Rational Software Architect, Domino Designer, Component Designer, Mashups).

April 2001 - July 2002, IBM Business Innovation Services, Systems Group

e-business Application Specialist providing application design and consultancy to IBM Global Services Northern Europe region. Managing, consulting and developing applications based on internal customer requirements, IBM business processes and knowledge of various technical systems and existing technical solutions.

Solutions developer responsible for the management, consulting, architecture, development, delivery and support of applications for IBM Global Services Northern Europe region, the team responsible for delivering and maintaining IT solutions for IBM professionals. Developing data and knowledge management solutions and applications with reference to IBM business processes, software and services offerings. Experienced in developing for Lotus Notes/Domino, WebSphere and DB2 and the web.

1999 - April 2001, IBM Business Innovation Services, Industrial Sector

e-business Application Specialist providing application design and consultancy to IBM customers. Projects included the BP Transition Project, Benetton Formula 1, Coats Viyella and BAE Systems.

1998 - 1999, IBM UK Engineering Solutions, Northern Europe

e-business Application Specialist supporting aerospace and manufacturing customers with the use of IBM/ENOVIA product lifecycle management (PLM) and e-business applications. Responsible for business process mapping and re-engineering for e-business and PLM solution creation, engineering e-business evangelism and solution implementation/support.

1996 - 1998, Aero International (Regional) - AI(R), (France)

Concurrent Engineering (CE) Project Manager responsible for the introduction of CE and simultaneous engineering methodologies, IT & CAE tools, business practices, cost-benefit analyses, partner and subcontractor business process re-engineering initiatives and creating training programs and materials for a new 70-100 seat commercial airliner program.

1993 - 1996, British Aerospace Commercial / Regional Aircraft Ltd., (UK)

Technical Sales and Marketing Analyst responsible for preparing and presenting aircraft performance and economic studies to global airlines during sales campaigns. Also performing client relationship activities including staffing air shows, aircraft demonstrations, airline visits and aircraft deliveries. Commercial aircraft performance and cost modeling expert.

1989 - 1993, British Aerospace Commercial / Regional Aircraft Ltd., (UK)

Project Design Engineer responsible for the conceptual design of 70-120 seat jet passenger aircraft, CAD and knowledge-based systems development, project management of partner liaison and technical work sharing, concurrent engineering process introduction. Engine and airframe aerodynamic design, assessment and performance specialist.

Professional development & training

Presentation and performance skills	Negotiation skills
Project Management	Consultative Selling
	Facilitation Skills

Using Methodologies in Developing Solutions	IBM Architectural models
Learning TOGAF9	Architectural Thinking

IBM Technical Leaders Masterclass I, II, III

Various in-house product training	Certified Notes Developer
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Senior member of IBM's IT Specialist profession (Open Group Certified IT Specialist)

Member and Chartered IT Professional, British Computer Society (BCS)
Member, The Institution of Engineering and Technology (IET)
Member, IBM Technical Leadership Program (leadership development program for the top 5% of IBM technical talent)

Education

BEng (Hons) Aeronautical Engineering from Queen Mary & Westfield College, University of London, graduated 1989.