



Edward D Doan

edwardd@utexas.edu

 twitter.com/edwardd

 linkedin.com/in/edwarddoan

Overview Experienced enterprise technical sales executive with significant experience running global for-revenue client programs at scale.

Work Experience	meldCX General Manager, USA Lead executive for meldCX's expansion into the North American market in conjunction with key strategic partners including Adobe, Microsoft, Intel, and Google. Position meldCX as the #1 app development, deployment and device management solution for single-function commercial devices for kiosks, digital signage, POS, and retail AI.	Austin, TX Oct 2019 - present
	Google Google Cloud Customer Engineering Manager Run a \$xxM/year business focused on selling Google Cloud Platform to higher education for research and IT use, including use cases in genomics, healthcare, HPC, and astronomy. Lead a team of sales engineers handling technical sales process from pre-sales to close in competitive situations versus other public cloud providers. Responsible for working with Google channel partners to drive sales & adoption of GCP in higher education.	Austin, TX Jan 2017 - Oct 2019
	Google for EDU Devices Deployment Manager Lead team of technical specialists and engineers on G Suite and Chrome OS deployments for large enterprise and education clients above 500 users. Directly impacted Chromebooks' #1 market leadership rank in US EDU sector. Launched Google Play for Education on Android tablets. Manage relationship with solution partners and distributors. Work with client team to close high revenue deals and ensure consistent renewal rates. Impacted \$500M+ in revenue in 2012-2016. Led efforts that have deployed >30M G Suite users to date.	Apr 2011 - Jan 2017
	Google Enterprise Deployment Manager Manage G Suite deployments for 50 strategic accounts worth \$xM/year. Work with solution partners on best practices for Google Apps deployment. Provided specialized advice on data migration, particularly from IBM Lotus Notes.	Apr 2010 - Apr 2011
	IBM Corporation Engineering Project Manager Lead cross-functional team on client engagement for product engineering of next-generation 45 nm Cell Broadband Engine microprocessor for gaming console application. Negotiate and execute deliverables for \$45M contract. Shipped 5M microprocessors in 2009.	Austin, TX Apr 2008 - Apr 2010
	Application Engineer Manage IBM internal & OEM customer designs using PowerPC 970 and Cell Broadband Engine microprocessors. Lead resolution of technical issues, provide project management support, and drive revenue attainment.	May 2006 - Apr 2008
	Software Engineer Provide Lotus Notes/Domino Application Development engineering support to enterprise customers while maintaining >95% customer satisfaction rating. Initiated cross-site & cross-team collaboration.	Dec 2003 - May 2006
	IT Systems Analyst, USAA Information Technology Design and execute performance and load testing of enterprise J2EE applications on IBM WebSphere. Analyze J2EE bottlenecks with JProbe.	San Antonio, TX May 2003 - Dec 2003

Software Engineer, White Rock Networks

Develop configuration software for SONET OC-48 add/drop multiplexer. Utilize VxWorks real-time OS & C programming language on PowerPC 405 platform. Contributed 2K LOC in one summer.

Dallas, TX

Summer 2001

Network Administrator, Verizon Communications

Administered 500 node Windows NT/2000 & UNIX network, performed Windows 2000 Active Directory migration, and provided end-user support.

Irving, TX

1998 - 2000

Teaching Experience**Adjunct Lecturer, McCombs School of Business, University of Texas at Austin**

Teach MIS 373 Enterprise Computing with focus on cloud computing and Android app development to senior-level undergraduate business students. Teaching demonstration at: <http://youtu.be/5XlaTRTEhHE>

Austin, TX

2008-present

Education**Master of Science, Electrical & Computer Engineering - Concentration in Software Engineering
University of Texas at Austin - Dec 2005**

Overall GPA: 3.85 / 4.00

Bachelor of Science, Electrical & Computer Engineering with Business Minor University of Texas at Austin - May 2003

Skills

Cloud computing / Software as a Service technologies including Kubernetes, TensorFlow, Apache Spark / Beam, ETL, SRE and security best practices.

Google Cloud Certified Cloud Architect, Certified Data Engineer

Linux development & systems administration experience

G Suite Certified Deployment Specialist

Principal Certified Lotus Professional - Application Development & Systems Administration

Familiar with C++, Java, & Javascript development

Product Management, requirements gathering, go-to-market planning.

Publication

[1] E. Doan, "*Middleware Extensions for Pervasive Computing*," Proceedings of the IEEE International Conference on Portable Information Devices (IEEE Portable) 2007, March 2007.

[2] E. Doan, C. Soja, "*Performance of Cell Broadband Engine and IBM PowerXCell 8i Microprocessors*," Austin Conference on Integrated Systems and Circuits (ACISC) 2008, May 2008.

[3] I. Hur, T. Chen, M. Chiang, E. Doan, "*Performance Characterization of IBM BladeCenter QS21 and QS22*," 2008 Workshop on Cell Systems and Applications, June 2008.

Intellectual Property

Pending US patent 20080063157 - "Instant Messaging Buddy List Augmentation via Internet Protocol Telephony"

Pending US patent 20090016408 - "System for Extending the Operating Temperature Range of High Power Devices"

Defensive Prior Art Publications:

"A system and method for automatic installation of support software via RFID tags or other passive communications" - <http://priorartdatabase.com/IPCOM/000176538/>

"Automatic Addition to Telephony Phone Book from IM Contacts" - <http://www.priorartdatabase.com/IPCOM/000160883/>

"Converged Inbox for e-mail, fax, voice mail, instant messaging, Voice over IP telephone calls, and call tracking" - <http://priorartdatabase.com/IPCOM/000137168/>

"Desktop PC Display Search Tool" - <http://priorartdatabase.com/IPCOM/000125078/>

Activities

Community Affairs Team Lead, Google Austin

Board Member, Austin Technology Council Foundation

Company Representative to Greater Austin Chamber of Commerce