**Matt Hanna**

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**PROFESSIONAL SUMMARY**

Technology professional with over 30 years of advanced experience in the areas of Internet Application Development, Advanced Wireless Technologies, Security, and Information Technology Architecture. Uniquely capable of driving technical development and implementation, creating markets through business development, and penetrating those markets to sales closure. Known by peers, colleagues and clients alike as an established & proven professional dedicated to providing the best of technology and service with the highest level of integrity.

**EXPERIENCE**

*Senior Network Manager,* **Grace University** ***09/2024-Current***

* Manage and maintain and improved all aspects of wired and wireless networks, SD-WAN, Security.
* Manage all servers, phone system, firewalls and server farm including AD.

**EXPERIENCE**

*Senior Systems Engineer,* **Ramen Networks**, Sunnyvale, CA ***2023-2024***

* Designed, implemented, and managed large indoor or outdoor CBRS PRIVATE LTE networks.
* Visualized the company’s goal of taking CBRS and WI-FI networking “As a Service” level to make implementing our technology very easily to customers, giving them personalized examples to better illustrate the technological possibilities.

*Regional Sales Manager*, **Mist Systems/Juniper**, Sunnyvale, CA ***2019-2023***

* Sold Wireless and Wired networking solutions to enterprise and commercial accounts.
* Covered all verticals and exceeded quota in the last 4 years.
* Shared knowledge as the area AI expert to better my team and assist clients.
* Created customer demos for large enterprise accounts and configured all aspects of equipment, including switches, access points, routers and cloud configurations.

*Senior Systems Engineer,* **Zingbox(Palo Alto)**,Sunnyvale, CA ***2018-2019***

* Led the field as a cyber security expert, specializing in IoT advanced security protection.
* Deployed detection equipment in large networks to detect, identify and profile all types of medical and non-medical devices on the LAN.

*Senior Systems Engineer,* **Preempt(CrowdStrike)**,Sunnyvale, CA ***2016-2018***

* Developed and oversaw cyber security, threat events, and authentication firewall to protect clients.
* Installed the worlds first authentication firewall for insurance agencies, law firms, and healthcare to ensure the high-level of security possible at that time.

*Senior Systems Engineer,* **Aerohive Networks**,Sunnyvale, CA ***2010-2016***

* Responsible for selling, designing and implementing solutions for various types of customers including Healthcare, Higher Education, K-12 and Manufacturing fields.
* Created and implemented all network security aspects and QoS including: 802.1x, L2-L7 security and web-based authentication processes.
* First year of sales exceeded 150% of targeted quota and covered center third of the US.

S*enior Systems Engineer,* **Meru Networks**,Pleasanton, CA ***2007-2010***

* Designed and implemented wireless networks for sled manufacturing and healthcare accounts.
* Engineered the first wireless network system to support high volume VoIP clients and worked with multiple partners throughout the midwest for smooth installation at high end client locations.
* Engineered and help to install the first Cranite Encryption for a military bases in Michigan.

S*enior Systems Engineer,* **Trapeze Networks**,Pleasanton, CA ***2006-2007***

* Called on large Higher Ed, K-12, Enterprise and Hospitals to develop business relationships.
* Created project scopes, project bill of materials, designed and checked full project to ensure a successful deployment, oversaw installation and supervised partners who directly executed project completion.
* Gained major market share from previous years and won big auto manufacture projects.

S*enior Sales & Senior Systems Engineer,* **Delta Networks**,Milford, MI ***2005-2006***

* Focused on creating converged solutions for Core Networking, Networking Engineering, Security, VOIP and Wireless for a variety of customers in the Detroit Metro area and around the Midwest.
* Specialized in the design, creation and implementation of all aspects of each project.
* Produced well over $1,000,000 in revenue margins in first 6 months.

*Director of Sales & Engineering****, BCS Networks,*** Traverse City, MI ***2002-2005***

* Successfully developed new relationships with several large clients created new revenues in excess of $1 million dollars over a 7 month period.
* Maintained direct responsibility and ownership of all business and product development, marketing, account management, advanced technology implementation and new technology initiatives, such as WWAN system design including Line-of-Sight (LOS) and newer No-Line-of-Sight (NLOS) technologies 802.16x, 802.20x and WiMax enabled hardware solutions.

*Vice President,* ***Knorr Interactive,*** Traverse City, MI ***1998 - 2002***

* Created company to leverage all aspects of Internet Technologies for projects and corporate clients, including Broad-Wing, Dow Chemical and Kraft Foods.
* Successfully developed a commercial product, “Real Tour Vision” (http:/www.realtourvision.com) from concept to production in 18 months with a programming group of approximately 12 software developers. System uses XML, JAVA, C, PHP and SQL technologies and is still active today.

*Director of Management Information Systems****,***

**Mortenson, Matzelle & Meldrum,** Madison, WI ***1990-1998***

* Created and developed entire corporate IT structure, and implemented technology plans and strategies for both short term and long term goals.
* Customized commercial vertical market Insurance software package (Applied Systems) for processing of all aspects of Insurance information management.
* Spoke and presented at various trade shows throughout the US regarding automation and information systems management.

**EDUCATION**

Bachelor of Business Management Studies

***Cardinal Stritch College, Milwaukee, WI 1988***

**SKILLS:** IT & Network Infrastructure Design, Cyber Security, IoT, Product Demonstration, Sales Presentation, Business Development, Wi-Fi, WLAN, VoIP, RFID, 802.1x, Contract Negotiation, Exceeding sales quotes Authentication and Identity, MFA, MDM, VPN, SD-WAN, NAC, CBRS, Private LTE, AI enabled networking.