



TERRY GOLDMAN
TECHNICAL LEADER

PERSONAL PROFILE

Highly qualified Technical Leader with more 25+ years of experience working in enterprise software, systems development organizations and Fortune 100 Software Vendors

CONTACT

-  Currently residing in Singapore
-  tngoldman@gmail.com
-  +65 9828 4044
-  www.linkedin.com/in/terryngoldman

EDUCATION

San Jose State University
Bachelor in Computer Science
1993

KEY ROLES

- Technical Evangelist
- Technical Sales Leader
- Enterprise Architect
- Solution Architect
- Technical Pre-Sales Leader & Manager

SKILLS

- Technical Leader, Evangelist, Enterprise Architect, and Senior Technical Sales at Amazon Web Services, Oracle, IBM, and Rational Software
- Top technical leader in large-scale software development organizations
- Solid people management skills, with experience leading large, multi-discipline teams, spanning multi-country regions
- Architecture experience in complex SDLC environments
- Current experience and knowledge of the latest trends, technologies, and best practices in Enterprise Architecture, software systems development, and transformation trends
- Excellent written, and verbal communication, able to speak effectively to both C-Level management and technical teams alike

WORK EXPERIENCE

Amazon Web Services, APAC
Head of Software Technology Partners
AUG 2020 - PRESENT

- Proven experience leading technical teams including hiring, training, development, coaching, and mentoring new and seasoned Solution Architects
- Experience building industry and technology solutions
- Served as a trusted technical advisor to guide strategy by convincing key stakeholders across multiple domains and working with architects in each domain
- Demonstrated a strong ability to think strategically
- Demonstrated ability to engage and influence C-Level executives and founders
- Developed and evangelized end-to-end roadmaps that enable the transformation to cloud computing

RECOMMENDATIONS

"Terry is a very thoughtful, disciplined and technical field resource that consistency exceeds stated objectives. Terry is a domain expert in artificial intelligence, document processing, BPO, analytics and process automation. I would highly recommend Terry for any B2B technology company seeking to expand in APAC"

Todd Rathje, Chief Revenue worked directly with Terry at WorkFusion

"Terry is a wonderful part of the WorkFusion Global Sales Organization! His strengths not only include the ability to communicate effectively with customers and other members of his team, but also problem solving and designing solutions to complex issues in a changing, often challenging, high visibility environment. His fresh, open-minded ideas and continuous contributions to the solutions consulting team are invaluable. It's my pleasure to recommend Terry and speak to his strong technical and customer abilities that benefit our team."

Lynne Santangelo, Enablement, Program Management & Operations worked directly with Terry at WorkFusion

"I have a chance to work with Terry in the same group for the last 3 years. Beside his SOA/enterprise governance expert status, which is well proven in the region, he is result-oriented as well as a big team player, and always available to help out his teammates. He is not only a good colleague, but a trusted friend that I definitely consult for any advice."

- Manh-Kiet Yap, Technical Director, Advanced Customer Services at Oracle APAC, worked directly with Terry at Oracle APAC

WorkFusion, APAC

Director of Solution Consulting

AUG 2019 - AUG 2020

- Team leader with direct reports responsible for supporting sales directors on regional pursuits across APAC
- Managed all technical aspects of the sales process from lead to close
- Trusted Advisor, from COO to Developer, on the Intelligent Automation market and WorkFusion Intelligent Automation platform and solution
- Technical consultant responsible for supporting the strategy, design, and ensuring delivery of robotic and cognitive automation solutions

Thinfilm, APAC

Director of Field Application Engineering

JUL 2016 - AUG 2019

- Provided pre-sales support in understandings customer requirements related to label conversion & packaging
- Led technical discussions with packaging & label partners regarding roll-to-roll package printing and label-converting technologies
- Proactively managed the engagement process from prototype to commercialization, recommending the best approaches for the application of Thinfilm smart packaging solutions
- Provided Customer Success Management support to all key accounts for the APAC region

NICE Systems, APAC

Director of Solution Sales

JUN 2015 - JUL 2016

- Business leader and a technical evangelist for NICE Voice of Customer, Customer Engagement, and Interaction Analytics solutions in APAC
- Business Development & strategy planning per sub-region in APAC
- Responsible for planning & executing sales and technical sales strategies throughout the APAC region
- Responsible for developing & driving sales execution through the Account Managers, across the sub-regions, to execute the defined sales strategies to meet portfolio targeted budgets
- Managed end-to-end customer relationships, from pre-sales to post-sales through to delivery, to ensure customer success and customer satisfaction

"Terry has the ability to focus on long term goals while ensuring that milestones along the way are achieved. He has deep technical skills that along with his ability to understand the underlying business issues and client engagement skills make him a valuable member to have on any team."

- Sandeep Khole, Senior Sales Manager at SAP Asia Pte Ltd, worked directly with Terry at IBM Rational

"Terry is an outstanding technical evangelist that CIO/CTO immediately trust and ask for guidance. His technical and domain knowledge is unmatched and when you combined with his sales execution skills you have the makings of killer execution engine."

- Michael Sher, Sales VP and Regional GM, worked directly with Terry at IBM Rational







AVAILABILITY

- Currently open to new roles
- US citizen with Singapore Permanent Residency since 2005

CERTIFICATIONS

- AWS Solution Architect, Associate
- TOGAF 9 Foundation Certified
- Oracle Certified Enterprise Architect

LANGUAGES

- Javascript 
- Ruby 
- C# 
- C/C++ 
- Python 
- R 

CLOUD PLATFORMS

- AWS 
- Azure 
- Google 

Oracle, APAC

Certified Oracle Enterprise Architect

JAN 2009 - JUL 2015

- Roles included Enterprise Architecture Technical Consultant, Senior Principal Solutions Architect, and Senior Technical Services Manager
- Trusted technical advisor to top-tier customers in APAC for Enterprise Architecture, Reference Architecture, Services Identification, SOA Governance Methodology, and Governance in Cloud
- Key engagements included IT SOA, Cloud and Enterprise Integration Transformation projects,
- Key contributor of intellectual capital for the technical field sales for Oracle APAC
- Key Technical Advisor to FSI, Airlines, Telecoms, and Government organizations throughout APAC
- Delivered knowledge-sharing engagements covering Enterprise Architecture for Business Leaders, SOA Transformations for IT Infrastructure Projects, and SOA Governance for Government organizations

IBM Rational, ASEAN

Technical Evangelist

MAR 2005 - JAN 2009

- Roles included Technical Evangelist, Executive Consultant, and Software Systems Solutions Architect
- Managed technical engagements with a total deal size > USD 250K
- Reviewed and approved all IBM Rational solution deployments in ASEAN
- Member of IBM Rational World Wide Community of Practices
- Named IBM Rational Software Systems Solution Architect for IBM Rational ASEAN
- IBM Rational SOA Champion for IBM Rational ASEAN
- Instructor at IBM Rational Top Gun Sales Training Events and Advance IBM Rational Top Gun Sales Training Events in ASEAN

IBM Rational, West Coast, USA

Sr. Technical Sales Consultant & Sr. Technical Services Consultant

DEC 2000 - MAR 2005

- Held the position of a pre-sales technical consultant with experience in all areas of IBM Rational product portfolio
- Deep experience in enterprise change management and software development process improvement.
- Played the lead technical role on the SMB territory team and in a large customer territory team
- As a top technical consultant, responsible for mentoring junior pre-sales technical consultants in technical solution selling methods and in technical matters regarding IBM Rational solutions

FRAMEWORKS

- TOGAF
- ITIL
- Six Sigma
- Agile
- RUP
- TensorFlow

Savi Technology, San Jose CA, USA

Software Process Manager

APR 2000 - DEC 2000

- Developed, deployed and trained software development organization in a CMMI 2/3 based software development process

Harris Corporation, San Jose CA, USA

Software Architect & Software Development Team Lead

MAR 1996 - APR 2000

- Joined as a lead software developer designing command and control interfaces for a variety of satellite control systems
- Promoted to a software team lead position in charge of developing a worldwide control system for satellite data retrieval
- Promoted to Software Architect position in charge of designing an ATM-based satellite control remote stations

DeltaPoint Inc, Monterey CA, USA

Sr. Software Development Engineer

MAR 1993 - MAR 1996

- Developed product modules for Windows and Macintosh based-products.
- Developed sophisticated installation programs to deploy and update products across the enterprise environments

Borland International, Scotts Valley CA, USA

Software Test Engineer (Contract)

JUN 1992 - DEC 1992

- Developed an extensive test automation test harness for Borland's 3.1 C/C++ development tool suite