

CURRICULUM VITAE

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DATE OF BIRTH December 19th, 1972
PLACE OF BIRTH Mainz
NATIONALITY German



Career Development

Jul 2011
to present SENIOR SOLUTION ARCHITECT
SAS Institute AG, Wallisellen

Key areas:

- Develop and discuss Enterprise / Solution Architecture with customers.
- Evangelize the SAS Big Data strategy
- Build a trusted relationship with the client account to provide practical and theoretical guidance in the business value of proposed solution and set proper expectations to ensure customer satisfaction.
- Strategize with sales team on objectives for customer meetings and provide functional solution leadership for sales opportunities.
- Lead and implement proof of concept (PoC) and pilot projects.
- Speak at internal and external events.
- Conduct discovery meeting to collect, analyze, clarify and document business requirements during the sales cycle to support the implementation team and to produce a detailed solution proposal.
- Scope and define work effort, resource plan and estimates cost on phase/project. Conduct project requirements gathering.
- Work on consulting projects and special projects; act as technical lead on projects (Consulting).
- Deliver standard, customized and/or strategic, senior level solution demonstrations and presentations outlining the functional capabilities, competitive advantages and business benefits of the SAS solutions.
- Install SAS solutions and any required supporting products for knowledge sharing and demonstration purposes.
- Assist in the response to RFI/RFP's utilizing the RFP Repository and crafting thorough and compelling answers.
- Provide reliable delivery of targeted project results through role as expert in the application of specific SAS methodologies, projects and technologies.
- Leverage knowledge of a domain, industry, or SAS Solution to increase credibility primarily in sales situations.
- Training an knowledge transfer.

Sep 2010
to Jun 2011

SENIOR PRESALES DACH
NEXTHINK S.A., Lausanne

Key areas:

- Act as subject matter expert for NEXThink technology and products
- Take technical leadership during sales process
- Partner & project management
- Present NEXThink solution, technical features and benefits to prospects
- Deliver presentations and trainings to customers and partners
- Create and maintain marketing materials / competitive info
- Mastering and managing product deployments and installations
- Conduct proofs of concept and trials
- Identify and report feature requests from customer demand

Act as the focal point of contact for customers, partners and prospects. Plan, architect and conduct Proof of Concepts (PoC), Trainings and consulting engagements. Lead and train partners / customers on product, architecture and implementation projects.

Design and implement a “Go-To-Market” strategy for the German speaking part of Switzerland, Germany and Austria. Work closely with sales and partners to engage in new verticals and formulate / communicate an adequate marketing message.

Sep 2008
to Aug 2010

SENIOR SOLUTION CONSULTANT
PROGRESS SOFTWARE, Zurich

Key areas:

- Service Oriented Architecture (SOA)
- Enterprise Service Bus (ESB)
- Business Transaction Assurance (SOA Governance)
- Semantic Data Integration (Common Data Model)
- Event Driven Architectures (EDA)
- Complex Event Processing (CEP)
- Business Process Management (BPM)

Building a vision and outlining a solution architecture that solves customer business problems. Sustain customer relations and detect sales opportunities (Technical Account Management). Deliver and manage Proof of Concept (PoC) projects, customer workshops and product demos.

Development of Value Propositions for certain verticals in Switzerland.

Jul 2000
to Aug 2008

SENIOR PRESALES ENGINEER, ADVANCED APPLICATIONS
AMDOCS/CLARIFY-CRM, Munich

Analyze customer pain-points and create solution scenarios tailored to the specific requirements and needs.
Design and lead PoC (Proof of Concept) projects for customer specific prototypes.
Doing workshops and technical training for customers from the Telecommunications, Finance and Hi-Tech / Manufacturing market.
Deliver marketing message and convince prospects at all levels (from IT to CxO).
Contrive and develop Demo-Environments for the Pre-Sales community.
Internal / external technical and functional training for upcoming Amdocs CRM product releases.
Doing customer presentations and leading discussions regarding products and system implementation.

Oct 1998
to Jun 2000

TECHNICAL ARCHITECT
UTIMACO SAFEWARE AG, Munich

Architectural responsibility for the Safeguard Advanced Security (SGAS) Product.
Implementing a new configuration tool based on Microsoft's Management Console, enhancing the logon functionality to support new smartcards and fingerprint sensors.

Education

December 2012

TOGAF 9.1 CERTIFICATION (No. 67009)
The Open Group (Enterprise Architecture)

September 2009

MASTER OF BUSINESS ADMINISTRATION (MBA)
Hochschule für Oekonomie & Management, FOM, Munich

Master's Thesis: "CRM 2.0 – Next Generation Customer Relationship Model"

Awarded "Best in class" honors ('A' grade average)

October 1998

DIPLOM-INGENIEUR (FH) TECHN. INFORMATIK
(GRADUATE ENGINEER IN COMPUTER SCIENCE)
University of Applied Sciences, Bingen

Diploma Thesis about device driver development for Windows NT / 2000.
Developed and documented the driver for a PCI FastCrypt card at CE Infosys.

July 1993

FACHABITUR (A-LEVEL)
Fachoberschule Bingen

May 1992

AUSBILDUNG ZUM KOMMUNIKATIONS-
ELEKTRONIKER / INFORMATIONSTECHNIK
(VOCATIONAL EDUCATION AS ELECTRONICS ENGINEER)
IBM, Mainz

July 1989

REALSCHULE, Bingen

Skills

LANGUAGES	German: native speaker English: fluent (spoken and written) 975 out of 990 points at TOEIC (Gold level)
SOFT SKILLS	<ul style="list-style-type: none">• Forward thinker and visionary• Creative solution solver• Strong team player• Excellent communicator and speaker• Outstanding contributor and driver• Lead projects and people
CONCEPTUAL SKILLS	<ul style="list-style-type: none">• Overview the 'big picture' and find areas for improvement• Listen to customer pain points and speak their language• Outline an Architecture and Return on Investment• Design and implement solution scenarios• Think outside the box• Deliver value and contribute to the customers' business• Create and communicate a strong marketing message and sales pitch
TECHNOLOGIES	Big Data, Hadoop, ETL/ELT, Massive Parallel Computing (MPP), In-Memory Technologies, Public and Private Clouds, SOA, Windows/Linux OS, Business Intelligence (BI), Data warehouse / Data mart, Complex Event Processing (CEP) / Business Event Processing (BEP), Business Process Management (BPM), J2EE (BEA Weblogic Server, JBoss), EJB, Web Services, XML, XSD, XSLT, AJAX, HTML, MVC v2, JMS, ESB, Portal (BEA Weblogic Portal), CRM Technologies/Architectures, Relational Databases (MSSQL, Oracle), OLAP, ITIL / eTOM, Common Data Models (SID, ACORD, CIM, FpML, SWIFT), TMF Framework (NGOSS)
PROGRAMMING LANGUAGES	BASE SAS, Java (J2SE/J2EE), Java Script, C, C++, Visual Basic, Clear Basic, Assembler, Web services and messaging protocols (HTTP, JMS, SOAP), SQL
<i>Personal Interests</i>	Travelling, photography, amateur radio, swimming, biking, hiking