

**Gabriel VERNOT**  
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<http://www.vernot.net/>  
56 years old, 3 children.



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## **Security, Mobility and Infrastructure Consultant**

### **Employment history**

#### ***Since 04-2012 : Technical manager South EMEA : MobileIron - Paris :***

- Responsible for France, Italy, Spain, Portugal, Turkey and Middle East.
- **Hybrid Cloud and On-premise integration of Mobility and security tools**
- **Cyber Security attacks and remediations tools**
- Recruitment and training of new Presales (internal and resellers).
- Support and Assistance on technical aspects for our customers before and after sale, POC and production installations.
- Documentation writing for customers, resellers and final user to improve support and service.

#### ***From 01-2010 to 03-2012: Technical Account Manager EMEA : Good Technology - Paris :***

- With my Redwood Shore-based manager, I organized a new team to support our EMEA customers.
- Support and Assistance on technical, but also organizational aspects for our customers, escalation and relation with DEV team in Good to improve service.
- New definition of the TAM job, to become more a partner than a simple support door the customer.
- Recruitment and training of new TAM for UK, Italy, Spain.

#### ***from 01-2006 to 01-2010: Presales Manager and Support France-Benelux : Visto (become Good since 2009) - Paris :***

- Recruitment and training of new Presales (internal and resellers).
- Support and Assistance on technical aspects for our customers before and after sale, POC and production installations.
- Documentation writing for customers, resellers and final user to improve support and service.

#### ***From 01-2002 to 01-2006 Presales Engineer : Cegetel - Courbevoie :***

- In the resellers channel service, I had in charge all Ile de France (Paris region)
- Recruitment and training of new Presales (internal and resellers).
- Support and Assistance on technical aspects for our customers before and after sale,
- Documentation writing for customers, resellers and final user to improve support and service.
- Procedures writing to improve internal process and increase deployment speed of our services.

#### ***From 01-2001 à 12-2001: Deployment Project Manager : Cegetel - Courbevoie :***

- Project ownership and management of all WAN connection installed for our customers: either Data lines (Frame Relay, leased lines, ADSL, SDSL) or Voice (ISDN, VoIP on SDSL...)
- Administrative and technical management : recommendations, technical deployment, follow-up.

#### ***From 04-2000 à 12-2000 : CTO : Foc@l.net, Internet subsidiary of Groupe Focal - Paris:***

- Management of a consultants team, administrative and technical.
- Processes implementation for validation, development, training, sale.
- Innovative projects manager.

#### ***From 08-1998 à 03-2000: Test and Support Manager : Solsoft - Levallois :***

- Implementation of the Test team : Product validation, bugs management and follow-up, for routers and firewalls in IP network
- Project management in developing software for securing IP network by programming routers and firewall filtering.
- Presales actions to deploy POC at customer location and meet their requirements.

#### ***From 09-1988 à 07-1998 : Project manager : GLCS - Montreuil :***

- IT management of a small (25) network of computers: Unix, Windows, Macintosh. .
- Conception, and design of big mechanical simulations software in ball-bearings and high velocity turbo-

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pumps (customers : SNECMA, AEROSPATIALE, CNES, ARIANESPACE).

- Implementation of a Messaging system MS Exchange), and an intranet.

## Knowledge

### *Education and complementary training*

- 2019 : Cyber Security attacks and remediations tools training, pen testing
- 2017 : Hydrid Cloud & Federation on big IT infrastructure training
- 2010 : MS AD 2008 and Exchange 2010 training.
- 2005 : Communication Training to improve my relation skills and to adapt my speech to my interlocutor.
- 2004 : CISCO VPN training: VPN IPSEC architectures in WAN and remote access.
- 2003 : Sale Training (3 days) how to sell, Xerox Method..
- 2001 : CISCO CID : Cisco Internetworking Design : Formation Cisco level 2 : LAN and WAN architecture design.
- 1993 : Microsoft Certified Professional (MCP), Product Specialist / Windows, 3.11. Since then I kept this diploma by following all new Windows version, until SBS 2008.
- 1987-1988 : Military Service at French Navy General Staff : Network administration of several unix machines, C language Development.
- 1987 : ENSAM (Ecole Nationale Supérieure des Arts et Métiers) Engineer diploma : option Energetic (heat engines and turbo machines). Project : AI software in mechanical modeling.
- 1987 : MD of Energetic option turbo machines.
- 1982 : High School diploma (Mathematics and Technology) Mention Bien.

### *IT knowledge*

- Since 1975 : deep knowledge and practice of computing in numerous environments:
- Operating systems : **Windows / 9x / NT, UNIX, Linux, MacOS, VMS...**
- Languages : **C++, C, Shell Unix, Java, HTML, WML, PHP, Javascript, Perl, Visual Basic, Fortran, Assembler x86...**
- Applications : MS Office & Project, Visual Studio, Sun JDK, MS SQL, MySQL, FW-1....
- **IT Infrastructures (Microsoft AD/Exchange/Sharepoint..) and Cloud Hybrid infrastructures (Azure, AWS, Google cloud).**
- **Cyber Security : Attacks, compliance, Cybersecurity tools, SOC.**
- **IP Network :**
  - Internet/Intranet, **IIS & Apache Servers, ftp, PHP Java.**
  - Routers **Cisco IOS, Cisco Pix, Nortel, netfilter, Watchguard, Bluecoat...**
  - **Security of Unix, NT systems, IP networks.**
  - **Big Infrastructures Architecture, with Hybrid Cloud and Cloud services federation.**

### *Other skills and qualifications*

- Long practice of **Project management** in IT or other domains: delegation, follow-up, **Time and risk management**, negotiations with the customer...  
Tools : MS Project, CA Super Project 4.0.
- **English read, written, spoken** : TOEIC = 840/1000 since 1999. Conf-call and phone conversation practice nearly every days with various interlocutors.

### *Personal Activities*

- Swimming, Bicycle.
- Reading : History, geopolitics, economy, health, scientific and technical magazines, Sci-Fi.
- Strategy games : Chess, Othello, Go, Diplomacy, programming of these games.