

## APOSTOLOS DEDES

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**OBJECTIVE** Software development and program design.

**EDUCATION** BS in Computer Science, June 1988.  
[University of Utah](#), Salt Lake City, Utah.  
Minor : Mathematics.  
Concentration : Data Management Systems, Statistics.  
MS in Information Technology, June 1992.  
[The Johns Hopkins University](#), Montgomery County Center, Maryland.

**EXPERIENCE** **Principal Cloud Platform Integration Specialist**

Reston, VA  
Jun 2016 – Present

Principal Cloud Platform Integration Specialist for the North America Technology Organization of Oracle Corporation. I provided pre-sales and post-sales technical support for all Oracle Application Integration Cloud Platform Services, part of Oracle's PaaS Services. These included Oracle Integration Cloud Service, Oracle Process Cloud Service, Oracle Java Cloud Service, Oracle API Platform Cloud Service, Oracle SOA Cloud Service, Oracle Managed File Cloud Service, Oracle Identity Cloud Service, Oracle Manager Cloud Service, as well Oracle Database Cloud Service. I became the key go-to resource for the National and Enterprise North America Sales teams and worked on a number of competitive small and large deals against key competitors. I completed a number of POCs integrating multiple Oracle Cloud Platform Services, different Oracle SaaS Services, non-Oracle SaaS Services as well as Micro Services. I delivered and created the content for a number of onsite Integration and API Management Cloud Workshops. I received the FY18Q4 "SE of the Quarter" award for my FY18 Q4 efforts.

**Principal Sales Consultant**

Reston, VA  
Jun 2008 – Jun 2016

Principal Sales Consultant for the North America Technology Organization of Oracle Corporation. Provided pre-sales technical support for the SOA/BPM practice of Oracle Fusion Middleware. Key contributor on a number of large deals by conducting product workshops, creating custom demos, completing proof of concepts, leading discovery sessions, architecting multi-product solutions and presenting on customer focused Oracle Tech Days. Strong expertise on Weblogic Server 12c, Oracle BPEL Process Manager 12c, jRockit, Complex Event Processing 12c, Oracle Service Bus 12c, Oracle Service Registry 11g, Oracle Enterprise Repository 11g, Coherence 3.7.1, Oracle Virtual Server 11g, Oracle Enterprise Gateway 11g and Tuxedo 12c. TOGAF 9 Certified.

**Principal Systems Engineer**

San Jose, CA  
Oct 1996 – May 2008

Hold various positions within the Professional Services and Sales Organizations of [BEA Systems, Inc.](#) as Principal Consultant, Managing Principal and currently as a Principal Systems Engineer of BEA's prestigious Technical Solutions Group. Provided sale and consulting services mainly to Telecommunications, Cable, Medical, Financial, Transportation, Publishing and Insurance Industries clients like [PIMCO](#), [GE Healthcare](#), [AT&T](#), [AVAYA](#), [Verizon](#), [Merrill Lynch](#), [Citigroup](#), [Capital One](#), [Cable Systems Group](#), [Quest Diagnostics](#), [Cingular Wireless](#), [RYDER Trucks](#), [TARGET](#), [AVIS](#), [Conde Nast Publications](#), [Pfizer](#), [Roche Pharmaceuticals](#), [Fannie Mae](#), [JPMorgan Chase](#), [Credit Suisse First Boston](#), [Bank of New York Mellon](#), [Bank Of America](#), [Bear Stearns](#), [Diageo](#), [GEICO](#), [GMAC](#), [SunTrust](#), [National Oceanic & Atmospheric Administration](#), [Northrop Grumman](#)

[Corporation](#), [U.S. Department of Labor](#), [Liberty Mutual](#) and [The Hartford Financial Services Group](#). Worked on a variety of projects throughout the country including pre-sale engagements, product training, development, proof of concepts, software upgrades and migrations, and performance tuning of large BEA Weblogic Application Server, BEA Workspace Studio, BEA Weblogic Integration, BEA Weblogic Portal, AquaLogic Service Bus, AquaLogic Data Services Platform, AquaLogic Service Registry, Weblogic SIP Server and BEA Tuxedo Systems.

**Senior Consultant/Trainer**

Bethesda, MD  
Jul 1995 - Sep 1996

Senior Consultant for the Professional Services Organization of [Informix Software, Inc.](#) Provided consulting services mainly to Telecommunication's clients like AT&T, MCI, Comcast, and Verizon Communications. Worked on a variety of projects throughout the country including benchmarks, ports, migrations, development and performance tuning of the Informix Database.

**Consultant**

Washington, D.C.  
Jun 1993 - Jun 1995

Consultant with [Andersen Consulting](#) staffed at Verizon Communications' LiveWire Project. Played a key role as a member of the Performance Team setting up the environment for the entire LiveWire development and production systems. Worked as a system administrator for Tuxedo 4.2 and worked with Sybase 10.01, PreVue, Quantify on multiple Sun-2000 enterprise systems.

**Data Base Consultant**

Rockville, MD  
Aug 1988 - Jun 1993

[General Electric Information Services](#) (GEIS), Rockville Maryland. Programmer for the Integrated Messaging Applications group. Developed successfully communications server in C for GEIS' X.500 mail directory service onto HP-715. Ported & tested GEIS' asynchronous interface routines on Unix. Provided in house support for Unix based applications. Set up, tested and monitored GEIS' Internet gateway. Participated in the design, development, integration and testing of ORDEX using C, Tuxedo and E/SQL Informix. Provided world wide Informix and Tuxedo support to GEIS' software development teams. Worked with Oracle, OpenView, SNMP, TCP/IP, X.25, PerfRx. Ported GEIS' Commercial Unix applications onto Sun's SPARC-2000 and collected performance and stress test data. Updated, tested existing C Run Time Package and ported Waterloo C compiler on Mark-III.

**Data Management Subcontractor**

Gaithersburg, MD  
Sep 1988 - Feb 1989

Worked part time as a subcontractor for Sunrise Littleton Technology. Assisted in the development of their software marketing system using Paradox and C.

**Systems Administrator**

Salt Lake City, UT  
Dec 1987 - Jun 1988

Administrator of Unix based system for [Trask, Britt & Rossa](#) Law firm. Assisted in evaluation, selection, installation and maintenance of software and hardware for a multi user system. Trained users, worked out bugs, developed DBase-III applications and became in-house expert.

**Software Engineer**

Gaithersburg, MD  
Oct 1986 - Sep 1987

Co-op position for a year with [IBM Federal Systems Division](#) in Gaithersburg Maryland. Developed, tested, documented, and maintained FORTRAN programs on an IBM AT. Worked with RBase-V System and Lotus 1-2-3.

**Programmer**

Salt Lake City, UT  
Oct 1984 - Sep 1986

Biomaterials Profiling Center, Research Park, University of Utah. Work study position for three years assisting in the development of the Statistical Program SIGMA writing code mainly in Fortran and some assembly for the desktop IBM-9000. Worked extensively with Unix Operating system. Good knowledge of C, Pascal, Lisp and assembly for the 8088. Worked with DEC-20, VAX 11/780, HP-9000, Sun-3, IBM-RT, IBM-AT and Macintosh computers.

**Restaurant Manager**

Salt Lake City, UT  
1983 - 1986

This job helped pay part of my way through College. Evening manager for Omega fast food restaurant. Duties included schedules, ordering, receiving and making sure everything run smoothly.

**ACTIVITIES**

Member of the [IEEE](#) organizations and of the local DC Macintosh users group. Member of [AHEPA](#). Lifetime member of [University of Utah Alumni](#) Association.

**PERSONAL**

US Citizen and excellent health. Speak, read, and write Greek. Studied French for 4 years. Recipient of Josephine BEAM (CS) Scholarship.

**REFERENCES**

Available upon request.