

Contact

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Top Skills

Cloud Computing
Strategy
Sales Management

Languages

French

Ernest Jones

Sales Leader helping organizations achieve growth through innovation enabled transformation (Cloud, Hybrid, Big Data, AI, ML, IoT)

Austin, Texas, United States

Summary

Senior Leader CxO/Senior Vice President/General Manager based in North America with deep experience leading Global technology sales, channels, marketing, consulting, services, operations, & financial teams. Cloud, Digital, Hardware, Software, and Services experience. Describe myself as a results oriented leader with a focus on creating high performing teams focused on our respective clients. I am a General Manager with "Sales DNA", deep technology and operational discipline in leading medium to large scale work forces. Over the span of my career I have managed customer facing field organizations that have ranged from 100 person single product sales teams up to 2500 person multi product hardware, software, consulting, cloud, and global sales regions. Leadership Style: I lead from the front, firm but fair, a life long learner of both technology and business. Super competitive, refuse to lose, and excel in complex multi-product portfolios. Great team player! On personal side, love to work out, golf, movies, voracious reader, and a dedicated family man.

Specialties: Mechanical Engineering, Chemical & Manufacturing, Energy & Utilities, Integrated Service Management Software

Experience

Amazon Web Services (AWS)

General Manager, Head Of Sales

December 2021 - Present (1 year 4 months)

United States

Amazon is guided by four principles: customer obsession rather than competitor focus, passion for invention, commitment to operational excellence, and long-term thinking. We are driven by the excitement of building technologies, inventing products, and providing services that change lives. We embrace new ways of doing things, make decisions quickly, and are not afraid

to fail. We have the scope and capabilities of a large company, and the spirit and heart of a small one.

Together, Amazonians research and develop new technologies from Amazon Web Services to Alexa on behalf of our customers: shoppers, sellers, content creators, and developers around the world.

Our mission is to be Earth's most customer-centric company. Our actions, goals, projects, programs, and inventions begin and end with the customer top of mind.

You'll also hear us say that at Amazon, it's always "Day 1." What do we mean? That our approach remains the same as it was on Amazon's very first day - to make smart, fast decisions, stay nimble, invent, and focus on delighting our customers.

Streamkast

Board Member

January 2020 - Present (3 years 3 months)

United States

Advise, consult, & support the strategic initiatives of Streamkast.

Red Hat

Vice President, North America, Sales & Services

March 2020 - December 2021 (1 year 10 months)

United States

Proud to work at Red Hat, the world's leading provider of open source software solutions. For the past 25+ years, our open source software development model has produced high-performing, cost-effective solutions for the enterprise.

We offer the only fully open technology stack, from operating system to middleware, storage to cloud and virtualization, and provide a variety of services, including award-winning support, consulting, and training. Today, more than 90% of Fortune 500 companies rely on Red Hat.

Responsible for selling, delivering, and successfully deploying these solutions to our clients across North America with a team of talented and dedicated Red Hatters, Partners, ISVs, SIs, Value Added-Resellers, Distributors and Strategic Alliances.

vvents.com LLC

Co-Founder, Chief Executive Officer

November 2016 - January 2020 (3 years 3 months)

Orlando, Florida Area

Leader, Angel Investor, and Innovator of the world's only open source, cloud based live-video, e-commerce, social computing PAAS solution that allows vVents the ability to reliably deliver virtual events for our clients anytime, any place, at any scale. Our virtual event platform is a fully integrated, seamless combination of videoconference, chat and social, and online sales technology coupled with interactive in-event polling, gaming, donation, and purchase functions.

We enable our clients with the ability to monetize their video content, analyze and own their data, and simplify and eliminate the complexity of video steaming services and the associated infrastructure. We have invented an offering that places the power of network television in the palm of everyone's hand!

In January, 2020 vVENTS.com was acquired by Streamkast.

Oracle

3 years

Group Vice President, North American Cloud Solutions

December 2015 - December 2017 (2 years 1 month)

North America

Led a team of maniacally focused Cloud solutions sales teams, technical sales consultants, product developers and engineers dedicated to bringing our Public/Government, Hybrid, and On-Premise Cloud offerings to market. Predominantly focused on the US, Canadian, and Public Sector Unix markets to move critical workloads to the Oracle Cloud and providing the only Unix Cloud solution available in the marketplace today. Captured market-share from AWS and IBM daily and led the business unit to hyper-growth as we improved topline revenue in both traditional on-premise infrastructure and our integrated application and platform Cloud solutions including our dedicated compute running on the world's fastest processor, the SPARC M7 which boasts:

- Hardware based Security-in-Silicon
- On-chip query acceleration and memory decompression
- Near-zero-overhead virtualization
- Predictable performance and network isolation

- Site-to-site VPN - connect on-premises resources to dedicated compute zones in Oracle Public Cloud

Group Vice President, Strategic Business Unit

January 2015 - December 2015 (1 year)

North America

I was the Group Vice President for Oracle's most visible and largest enterprise clients. I led a team that engaged with the world's key strategic solution providers including Apple, Amazon, Bloomberg, Amazon, AT&T, Verizon, Sprint, TMobile, CenturyLink, General Electric, General Motors, Ford, Bank Of America, Citibank, Wells Fargo, Ebay, and PayPal. By adopting our Engineered Systems and infrastructure solutions our clients simplified IT operations and significantly lowered costs with extreme performance—accelerated deployments, high-speed processing, and lightning-fast analytics. Every Oracle engineered system and enterprise infrastructure solution is designed to cut IT complexity and build a platform for the digital economy. They mitigate risk, provide a world class TCO, and maintain the highest IT availability in traditional data centers and the cloud. Oracle's Engineered Systems, Redstack, and Infrastructure solutions deploy faster, integrate seamlessly with existing IT environments, and provide the kind of customer experience that helps your users do what they need to do faster, better, and more efficiently. Hardware and Software engineered to work together.

IBM

5 years 7 months

Vice President, Enterprise Server Sales, North America

January 2014 - June 2014 (6 months)

North America

Led the East IMT Power Systems sales organization for IBM's midrange Unix, Linux, and I operating systems solutions. Grew annual market-share double digits, delivered revenue and PTI objectives in our Power hardware, software and services business units totaling more than \$1.2B in annual revenue. In January 2014 I became responsible for IBM's North American Enterprise Systems Group and more than \$2B in annual sales of the mainframe/ZOS, UNIX, Linux and i operating systems. Led an organization of >1300 sales professionals including Direct, Inside Sales, and technical and systems architects. Attainment 102% of budget in the East role, and exited at 89% of 1Q in the NA role.

Vice President, Power Systems, East IMT & Public Sect

August 2012 - January 2014 (1 year 6 months)

North America

Led the Power Systems sales and services organization for the largest geography in the World, the US East Region & Public Sector. This Power Systems business is a \$1.2B enterprise consisting of over 350 sales, technical pre-sales, services and support engineers maniacally focused on ensuring our clients leverage our Power Systems technology to their benefit. Our clients included the FSS's largest banks in the world including BofA, Citibank, Bloomberg, Chase, Equifax, Metlife, and Bank of Tokyo. We also served the largest enterprise clients in the Region, including Coke, Lowe's, Home Depot, CVS, Cigna, GM, FORD, UPMC, Southern Company, FPL, etc. Our Public Sector clients include the NSA, CIA, US Army, Navy, and all major departments.

Director, Tivoli Software, Global Sales & Service

December 2010 - August 2012 (1 year 9 months)

Somers, New York

I am responsible for the global channel sales & services organization for Tivoli Software which includes our automation, security, storage management and facilities & enterprise asset management solutions. Our team of dedicated sales and service professionals are fully committed to delivering a timely and beneficial "Go Live" event with each enterprise in which we are engaged. We are focused on ensuring that our time to value is the cornerstone of each solution we offer and implement.

Director, Tivoli Software, CEEMEA

December 2008 - December 2010 (2 years 1 month)

Dubai, United Arab Emirates

In 2008 I was appointed the role of Director of Tivoli Software for Central and Eastern Europe, Middle East, Russia and Africa responsible for the sales operations of Tivoli software in IBM's largest growth market. I was accountable for our sales, technical pre-sales, service delivery, product development, and the "Go To Market" strategy for Tivoli's solutions in the CEEMEA region which enabled our clients to centrally manage their infrastructures, improving overall service, including security and storage, while significantly reducing operating expenses through automation and managing critical assets.

IBM

11 years 8 months

Energy & Utilities Client Unit Director

January 2004 - January 2008 (4 years 1 month)

Managed IBM's largest North American Energy & Utilities clients including Southern Company, Progress Energy, and the FPL Group. My primary responsibilities included delivering our E&U solutions portfolio allowing our clients to differentiate themselves in the industry. Our Meter to Cash, ISM, and Asset management solutions are considered the best in class and our ability to deliver and implement these solutions across the entire enterprise allows IBM the ability to provide end to end service and solutions in the most efficient and effective manner possible. Enterprise Hardware, Software, Global technology and business services along with global finance were all integrated and coordinated by my team of client and product representatives. We successfully deployed Oracle, Cisco, Accenture, SAP and IBM/MRO solutions throughout our cluster.

Business Unit Executive

June 1996 - January 2004 (7 years 8 months)

North America

BUE for systems and technology's iSeries brand in the East Region. Responsible for the sales and marketing of IBM's integrated server offering allowing clients to manage their businesses instead of managing their IT infrastructure. Led and managed our channel and partner ecosystem of more than 750 business partners, VARs and Distributors that sold, delivered, implemented and serviced our offerings and solutions.

DuPont

Mechanical Engineer

June 1992 - May 1995 (3 years)

I was responsible for the process engineering manufacturing of Polyethylene Terephthylate (PET) in the polyester chemicals division.

Education

UNC Kenan-Flagler Business School

Master of Business Administration - MBA, Corporate Finance, International Business

University of Delaware

Bachelor Of Science, Mechanical Engineering