

## Contact

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## Top Skills

Technology Sales  
Pre-sales  
Cloud Computing

# Pete Anderson

Extrahop Networks  
Charlotte, North Carolina, United States

## Summary

I am a seasoned sales engineering leader and individual contributor with exceptional technical expertise and a very strong record as a top producer. I am a "go-to" resource handles the largest and most complex engagements.

I have strong presentation and communication skills. I'm comfortable presenting to C-level executives and having in-depth technical discussions with IT Staff. I have a passion for technology and specialize in evangelism to both clients and prospects.

I have a long history of building strong client relationships that help drive sales.

I have extensive experience working on product development direction and strategy. I am a trusted advisor to the engineering teams as well as executive management. I have helped design several key product features and new products.

I have designed and built several sophisticated live demonstration environments to showcase solutions that are used by the global SE organization on a daily basis.

### Specialties:

- Strategic Account Management
- Product and Technology Evangelism
- Team Leadership
- Pre-Sales Engineering
- Product Management
- Technical Marketing
- Project Management
- Sales Enablement
- Application and Network Performance Management
- Product Customization and Integration

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## Experience

### ExtraHop Networks

Principal Systems Engineer

October 2015 - Present (7 years 9 months)

### ThousandEyes

Team Lead - Solutions Engineering

March 2014 - October 2015 (1 year 8 months)

Charlotte, North Carolina Area

### Riverbed Technology

Systems Engineering Manager

January 2013 - March 2014 (1 year 3 months)

- Managed a larger team of systems engineers with a greater area of responsibility after the acquisition of OPNET by Riverbed
- Continued to manage the systems engineering side of all performance management business in the Ohio valley and north central regions; responsible for over 20 million dollars in annual business
- Consistently exceeded quota; recognized as a top performer
- Continued to provide account/deal support for the largest and most complex opportunities
- Continued to build, refine and support a sophisticated live demonstration environment used daily by 100s of systems engineers and partners
- Provide key technical expertise and recommendations around the integration of OPNET and Riverbed solutions

### OPNET Technologies, Inc.

Director Applications Engineering

December 2003 - March 2014 (10 years 4 months)

- Led team of systems engineers with responsibility for all pre-sales support in the north central and Ohio valley regions
- Consistent top performer; brought in over twice the amount of revenue as the average systems engineer on a yearly basis
- Worked the largest, most critical and most difficult engagements.

Repeatedly called upon as a "go to resource" by the sales team and executive management

- Extensive experience designing, implementing and selling Application Performance Management and Network Performance Management solutions

- Delivered numerous demonstrations and presentations to a wide variety of audiences. Consistently called upon to deliver the most important presentations to decision makers
- Quickly brought new team members up to speed and developed them into top pre-sales resources
- Designed, implemented and managed a sophisticated live demonstration environment used by the entire systems engineering team for all customer facing demonstrations
- Member of "Solutions Strategy Team" that guided development of several products. Leveraged by engineering leadership to help guide product strategy, marketing and development. Helped design many key features and integration points
- Received numerous awards for excellent performance and generally recognized as a top resource

AllTech/Logical  
Network Engineer  
August 1999 - March 2003 (3 years 8 months)

TRW  
Systems Engineer  
September 1998 - August 1999 (1 year)  
Fair Lakes, VA

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## Education

University of Illinois Urbana-Champaign  
BS, Computer Engineering · (1994 - 1998)