

Resume of Mr. Kemal Danisman

Senior software technical specialist and solution architect in aerospace and defence realms

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Profile

A successful senior software specialist and solution architect with experience of the aerospace industry and IBM software products.

Experienced software architect, technical sales and collaboration consultant with expertise in web 2.0 and collaboration software, engineering process integration and middleware software and mobile access to the enterprise. Developing technical architectures, technical and business value consultancy, software solutions, demos, prototype designs and technical offerings.

Customer-facing technical consultant with sales, business and technology experience striving to help customer's extract value and deploy successfully large software infrastructures. Confident public speaker, educator and consultative seller working at all levels to CIO/CTO.

Industry focus and interest in the aerospace industry, specifically commercial. Currently a software solutions architect/consultant for the aerospace & defence and retail sectors in the UK. Open Group Certified IT Specialist-level qualified and a member of IBM's Technical Leadership program for the top 5% technical talent.

Interested in any technical sales/solution architecture opportunities in the aerospace sector.

Specialties

Technical sales, technical account and engagement management, consultative sales, business & technology strategy development, technical proposals and presentations, product demonstrations, software application development, software architectural design, IBM software, web design, WebSphere, Lotus, Rational, Web 2.0, SOA, collaboration, airlines, aerospace manufacturers.

Professional experience

January 2009 – present – Senior Software Solution Architect Pre-sales, IBM Software Group (SWG)

Senior Software IT Architect in the retail, engineering and aerospace & defence sectors, working with leading enterprises to define, design, solution and sell IBM cross-brand software solutions. Also providing post-sell implementation support and troubleshooting consultancy.

Customers include the UK Ministry of Defence, BAE Systems, Babcock Marine, Rolls Royce and Boeing Defence UK.

Activities include detailed and high-level architectural design and software solutioning using the full IBM software portfolio and third-party systems. Sales activities include prospecting, sales engagements, software licensing innovation and customer support assistance.

July 2002 – December 2008 – Senior Technical Pre-sales specialist, Lotus Software, IBM Software Group (SWG)

Technical Sales Specialist with local government, central and local government, armed forces and SME/SMB responsibility, providing the Sales, Services and Consultant teams with technical support in the pursuit of software sales activities to customers. Also supporting internal teams (e.g. IBM Global Services teams with enablement of Lotus technologies) as well as external parties such as IBM Business Partners and Integrated Systems Vendors (ISVs).

Providing customers advice and consultancy on business value, deployment and software strategy and new technologies. Also presenting to customers, business partners and external bodies on Lotus software and strategy, providing demonstrations of the software using servers and client PCs and developing proof-of-concepts builds. Customers include numerous local and city councils, education authorities and universities, the Ministry of Defense, the armed forces, central government and internal IBM divisions.

Leading in collaboration software thought leadership through blogging, creating knowledge assets in internal systems, facilitating the dissemination of product training and providing classroom education sessions for customers and partners on product specifics.

Teaching IBM and customer training courses on IBM products, speaking at international events on collaboration technologies.

Products: Web 2.0 and social collaboration technologies, IBM e-Forms and W3C XForms, IBM middleware (WebSphere Application Server and Portal Server, Lotus Collaboration products (instant messaging, team workplaces, document management and workflow, extended search and expertise location), Lotus Messaging products (Notes clients and Domino servers, Domino Designer RAD application development using formula and LotusScript/JavaScript, Domino Web Access and Eclipse Managed Clients), Lotus mobility products (Lotus Expeditor (Eclipse smart clients), Lotus Mobile Connect (secure VPN)) and IBM development technologies (Rational Application Developer, Rational Software Architect, Domino Designer, Component Designer, Mashups).

April 2001 - July 2002, IBM Business Innovation Services, Systems Group

e-business Application Specialist providing application design and consultancy to IBM Global Services Northern Europe region. Managing, consulting and developing applications based on internal customer requirements, IBM business processes and knowledge of various technical systems and existing technical solutions.

Solutions developer responsible for the management, consulting, architecture, development, delivery and support of applications for IBM Global Services Northern Europe region, the team responsible for delivering and maintaining IT solutions for IBM professionals. Developing data and knowledge management solutions and applications with reference to IBM business processes, software and services offerings. Experienced in developing for Lotus Notes/Domino, WebSphere and DB2 and the web.

1999 - April 2001, IBM Business Innovation Services, Industrial Sector

e-business Application Specialist providing application design and consultancy to IBM customers. Projects included the BP Transition Project, Benetton Formula 1, Coats Viyella and BAE Systems.

1998 - 1999, IBM UK Engineering Solutions, Northern Europe

e-business Application Specialist supporting aerospace and manufacturing customers with the use of IBM/ENOVIA product lifecycle management (PLM) and e-business applications. Responsible for business process mapping and re-engineering for e-business and PLM solution creation, engineering e-business evangelism and solution implementation/support.

1996 - 1998, Aero International (Regional) - AI(R), (France)

Concurrent Engineering (CE) Project Manager responsible for the introduction of CE and simultaneous engineering methodologies, IT & CAE tools, business practices, cost-benefit analyses, partner and subcontractor business process re-engineering initiatives and creating training programs and materials for a new 70-100 seat commercial airliner program.

1993 - 1996, British Aerospace Commercial / Regional Aircraft Ltd., (UK)

Technical Sales and Marketing Analyst responsible for preparing and presenting aircraft performance and economic studies to global airlines during sales campaigns. Also performing client relationship activities including staffing air shows, aircraft demonstrations, airline visits and aircraft deliveries. Commercial aircraft performance and cost modeling expert.

1989 - 1993, British Aerospace Commercial / Regional Aircraft Ltd., (UK)

Project Design Engineer responsible for the conceptual design of 70-120 seat jet passenger aircraft, CAD and knowledge-based systems development, project management of partner liaison and technical work sharing, concurrent engineering process introduction. Engine and airframe aerodynamic design, assessment and performance specialist.

Professional development & training

Presentation and performance skills	Negotiation skills
Using Methodologies in Developing Solutions	Consultative Selling
Various in-house product training	Project Management orientation
Certified Notes Developer	Facilitation Skills
IBM Architectural models	

Senior member of IBM's IT Specialist profession, equivalent to the *Open Group Certified IT Specialist* level

Member and Chartered IT Professional, British Computer Society (BCS)

Member, The Institution of Engineering and Technology (IET)

Member, IBM Technical Leadership Program (leadership development program for the top 5% of IBM technical talent)

Education

BEng (Hons) Aeronautical Engineering from Queen Mary & Westfield College, University of London, summer 1989.