

David Zörb

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Birth: February 25, 1984 • Wiesbaden, Germany
Nationality: German
Family status: Married, 2 children



Professional experience

Since 08/2023

Staff Solutions Architect – Nutanix Netherlands B.V., Hoofddorp, NL

- Take technical leadership in architecting, designing, documenting, and building Hybrid Cloud solutions based on the Nutanix Cloud Platform
- Create and maintain Nutanix Solutions team artifacts
- Focus on customer opportunities to expand the Nutanix platform and products in the top 2% of the Nutanix customer base
- Provide broad Enterprise Architecture expertise to help customers understand how multiple Nutanix & 3rd party products can be integrated to create desired outcomes with the goal of accelerating adoption and expansion in high growth accounts
- Work closely with Engineering and Product Management to represent the voice of the Nutanix customers and curate requirements spanning large customers to find common themes and ensure that these are well understood by engineering and executed holistically

08/2022 – 08/2023

Principal Consulting Architect – Nutanix Germany GmbH, Frankfurt

- Leading of large projects for strategic customers in EMEA
- Trusted advisor for one of the largest and most strategic customers in EMEA
- Spending dedicated time to support Presales teams at key deals which includes conducting discovery calls with the customer, scoping LoE, creating/reviewing SoW
- Acting as an SME for the topics DevOps and Automation (Pre- and Post-Sales)
- Focus on design and architecture work across the Nutanix Portfolio
- Feedback cycle with engineering teams on product improvements
- Mentoring and onboarding of new team members

06/2021 – 08/2022

Sr. Staff Consulting Architect – Nutanix Germany GmbH, Frankfurt

- Leading of large projects for strategic customers in EMEA
- Acting as an SME for the topics DevOps and Automation (Pre- and Post-Sales)
- Focus on design and architecture work across the Nutanix Portfolio
- Participate in pre-sales engagements, scoping LoEs, reviewing SoWs

07/2019 – 06/2021

Staff Consulting Architect – Nutanix Germany GmbH, Frankfurt

- Leading one of the largest projects for one of our most strategic customers in EMEA
- Focus on design and architecture work across the Nutanix Portfolio
- Mentoring and onboarding of new team members
- Focus in the areas DevOps and Automation
- Training and enablement of Nutanix customers and channel partners

08/2018 – 07/2019

Consulting Architect – Nutanix Germany GmbH, Frankfurt

- Focus on design and architecture work across the Nutanix Portfolio
- Helping customers to implement Nutanix products successfully
- Focus in the areas DevOps and Automation
- Training and enablement of Nutanix customers and channel partners
- Participate in Practice Development activities

12/2016 – 08/2018

Senior Consultant – Nutanix Germany GmbH, Frankfurt

- Helping customers to implement Nutanix products successfully
- Training and enablement of Nutanix channel partners
- Ensuring customer success by Assessment, Design, Implementation, Migration and Integration/Automation services (VDI, Re-Platforming, DevOps...)
- In-depth Knowledge Transfer of Vblock Systems to customers
- Preparation and completion of required pre and post deployment documentation
- Mentoring of VCE partners in Vblock technology and deployment
- Cross-trained in compute, virtualization and network technologies

01/2016 – 11/2016

Solutions Architect – VCE Technology Solutions GmbH, Munich

- Conduct Logical Configuration Survey calls with clients, recommending designs based on customer requirements and equipment purchased
- Installation of Vblock systems on-site at the customer locations
- Configuration of Vblock components, including but not limited to Cisco UCS, C-class servers and Nexus switches, VMware vSphere, Windows & Linux Virtual Machines
- Comprehensive testing and backup of all installed Vblock components

06/2015 – 12/2015

Advisor: Technical Sales Engineer – CSC Deutschland Consulting GmbH, Wiesbaden

- Engaging with assigned or targeted customer organizations
- Collaborating and partnering with other business development professionals to document sales and solution strategies and plans
- Creating value by sharing technical knowledge and expertise with assigned or prospective customers.
- Discovering customer needs and requirements
- Determining customer problem areas, and articulating recommended solution
- Maintaining knowledge of applicable industry technology trends, serving as an established subject matter expert on customer architecture, business requirements, and company solutions & products
- Supporting the qualification of opportunities before the quote process
- Educating the transition and account delivery teams on the solution designed and sold to the customer
- Working closely with sales team and vertical leaders to identify vertical-specific solutions or approaches that help meet company growth/market penetration goals

04/2012 – 05/2015

Senior Professional: System Engineer – CSC Deutschland GmbH, Wiesbaden

EMEA Cloud Deployment / Provisioning & Integration

- Providing private (CSC BizCloud) and public (CSC Cloud Compute) cloud systems based on the converged infrastructure technology “VCE Vblock” across Europe
- Installation and configuration of VMware products, including ESXi, vSphere, vCenter, vShield Manager and vCloud Director
- Configuration and administration of Cisco Unified Computing Systems
- National and international travel activities for Vblock system installations, error analysis and system upgrades
- Development of disaster recovery configurations for different customers and the implementation of disaster-tests
- Development of migration strategies for various clients and subsequent implementation of migration and go-live of the new production environment

EMEA Cloud Delivery Networks

- Documentation of the standard cloud network design, including security solutions (firewalls, IDS / IPS)
- Installation and support of Check Point and VMware firewall Solutions
- Familiar in using and troubleshooting Cisco IOS and NXOS
- Riverbed Stingray Traffic Manager configuration
- Implementation of the defined network design in new cloud installations, this includes among other things the implementation of the CSC management access and connection of the customer uplinks
- Implementation of specific network requirements for custom migration Scenarios

09/2005 – 03/2012

Professional: Network Engineer – CSC Deutschland Services GmbH, Wiesbaden

Network Engineering Central Region

- Preparation of technical documents (concepts, designs) for various customer projects, including the integration of iPads in the enterprise, rollout of wireless LAN and LAN classic refreshes
- Implementation and execution of the developed designs within the scheduled projects
- Development, installation, configuration and maintenance of various network monitoring and alerting systems
- New Business support in the areas network- and telephony/mobile services
- Various data centre projects including the infrastructure build as well as migrating the customers legacy infrastructure to centralized state of the art data centres
- Daily operation of the core and access network components of various national and international clients

Education

09/2003 – 08/2005

CSC Deutschland Services GmbH, Wiesbaden

Apprenticeship as IT-specialist in the field of systems integration

09/2000 – 08/2003

Fachabitur, Martin-Niemöller-Gymnasium, Wiesbaden

University entrance exam with focus on English, computer sciences and history

Other work experience

05/2001 – 05/2003

EBC GmbH, Eppstein/Bremthal

Side job in the area of hardware support and web design; Maintaining and updating the company's web site; Support project managers and the management team in planning and realization of hardware rollouts in various customer projects.

04/2000 – 05/2000

Lufthansa Systems, Kelsterbach

Internship in the IT-Support team, Administration and maintenance of the existing network infrastructure as well as the installation and configuration of new network, server and end-user equipment.

05/1999 – 06/1999

USD Software & Dienstleistungen, Langen

Internship in the area of web design and software development

Certifications

2024

Nutanix Platform Expert #26 (NPX)

2021

Nutanix Certified Expert – Multicloud Infrastructure #34 (NCX-MCI)

Nutanix Future Leaders Program 2021

Nutanix University Subject Matter Expert

2020

Nutanix Certified Master 5 – Multicloud Infrastructure (NCM-MCI)

Nutanix Certified Professional 5 – Multicloud Infrastructure (NCP-MCI)

Nutanix Certified Services Architect (NCS-A)

Nutanix Certified Services Consultant (NCS-C)

Nutanix Certified Advanced Professional (NCAP) 5.5

2018

Nutanix Certified Professional 5.5 (NCP-5)

Certifications (continued)

2017	Nutanix Consulting Specialist (NCS) Nutanix Platform Sales Champion (NPSC) Nutanix Platform Sales Specialist (NPSS) Nutanix Systems Engineering Novice (NSEN) Nutanix Platform Professional 5.0 (NPP-5) Nutanix Platform Sales Representative (NPSR)
2008 – 2014	VCE Certified Converged Infrastructure Associate (VCE-CIA) ITIL Version 3 Foundation Examination CompTIA Network+ (N10-004) Cisco CCNA Power Workshop Completion

Skills

Public Cloud Providers	Microsoft Azure Amazon Web Services conducted customer enablement, training or onboarding sessions for both platforms either during Pre- or Post-sales engagements
Programming/Scripting	PowerShell/Python/REST API GitHub/GitLab/Bitbucket CI/CD pipelines
Languages	German (native), English (fluent), French (basic)
Stays abroad	numerous stays abroad due to the work in previous jobs (i.e. Norway, Sweden, Denmark, France, Italy, UAE, Saudi Arabia, UK, USA)