Bryan D. Crouch

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PROFESSIONAL SUMMARY

Pre-Sales Engineer and Solutions Architect with 25+ years of experience designing and supporting infrastructure, cloud, data, and automation platforms across enterprise and mid-market environments. Proven ability to translate complex technical capabilities into practical solutions for customers, partners, and sales teams. Experienced supporting technical discovery, architecture discussions, and solution design across hybrid cloud platforms including OpenShift, data platforms, automation systems, and enterprise infrastructure. Recognized as an IBM Champion for technical leadership and partner enablement within the IBM ecosystem.

CORE SKILLS

- Pre-Sales Engineering
- Solutions Architecture
- Technical Discovery & Requirements Analysis
- Hybrid Cloud Architecture
- Enterprise Data Platforms
- Automation Platforms
- OpenShift / Kubernetes Platforms
- Technical Workshops & Architecture Reviews
- Customer & Partner Enablement
- Solution Demonstrations
- Sales Engineering Collaboration
- Cloud Platform Integration

TECHNICAL SKILLS

- Cloud Platforms: IBM Cloud Pak, AWS, Microsoft Azure
- Containers & Platforms: OpenShift, Kubernetes
- Data Platforms: IBM Cloud Pak for Data (CP4D)
- Automation Platforms: IBM Cloud Pak for Business Automation (CP4BA)
- Infrastructure: Windows Server, Linux, VMware, Citrix
- Networking: Cisco, VPN, Firewall Architecture
- Development & Data: SQL, .NET, Python, Codex, OpenAI, N8n
- Tools: Power BI, Procore, Office 365
- Security & Identity: Active Directory, IAM, Backup & Disaster Recovery

PROFESSIONAL EXPERIENCE

Data Scientist / IT Director — Mammoth Construction (Feb 2025 – Sep 2025)

- Led analytics and reporting initiatives to provide leadership with actionable operational insights.
- Designed and implemented executive dashboards and Power BI reporting environments.
- Built data governance and access controls improving security and data accessibility.
- Partnered with department leaders to improve reporting accuracy and eliminate manual processes.
- Developed custom reporting solutions using Procore and operational systems.

IT Consultant / Lead Engineer — NetFidelis (Dec 2023 – Feb 2025)

- Provided infrastructure consulting and technical leadership for SMB organizations.
- Led infrastructure design across networking, identity management, cloud platforms, and DR systems.
- Built hybrid environments using Microsoft infrastructure and cloud services.
- Resolved complex infrastructure and networking issues while maintaining uptime.

Technical Support Architect (Pre-Sales Solutions Architect) — Arrow ECS (Remote) (Apr 2021 – May 2023)

- Served as technical advisor to partners and sales teams evaluating hybrid cloud and automation platforms.
- Supported technical discovery and solution design for IBM Cloud Pak platform opportunities.
- Guided partners implementing IBM Cloud Pak for Data (CP4D) and Business Automation (CP4BA).
- Led architecture discussions and technical walkthroughs for OpenShift-based deployments.
- Delivered technical enablement sessions accelerating partner readiness.

Support Specialist II — Carbonite / OpenText Software (Feb 2016 – Mar 2021)

- Supported enterprise disaster recovery and migration platforms.
- Designed replication and failover strategies supporting business continuity.
- Assisted organizations migrating infrastructure to AWS and Azure.

Chief Technology Officer — IT Solutions (Jan 2014 – Feb 2016)

- Led infrastructure architecture and service delivery for managed services clients.
- Partnered with clients during discovery and solution design phases.
- Supported sales teams by providing technical solution architecture guidance.

Manager of Project Services — Diverse Tech Services (Jan 2013 – Jan 2014)

- Led project delivery teams implementing infrastructure and networking solutions.
- Collaborated with account teams to design infrastructure aligned with customer needs.

Director of IT — Killian Group of Companies (Mar 2008 – Dec 2012)

- Led enterprise IT operations including infrastructure, networking, and vendor management.
- Managed VMware, Microsoft platforms, and Cisco networking architecture.

Information Systems Manager — Christenson Transportation (Nov 2004 – Mar 2008)

- Managed enterprise infrastructure supporting transportation operations.
- Administered Citrix and Microsoft Exchange environments.

Senior Network Consultant — JMARK Business Solutions (May 1998 – Nov 2004)

- Designed secure network architectures using Cisco and Windows technologies.
- Implemented firewall, VPN, and infrastructure solutions.

CERTIFICATIONS
- Microsoft Certified Professional
- Microsoft Power BI Data Analyst Associate
- IBM Cloud Pak for Data Associate
- IBM Cloud Pak for Business Automation Associate
- IBM Champion (2022)