Derek J. Engel

Technical Account Manager

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Professional Attributes

- Highly motivated and responsive technical account manager with a focus on premium technical support for large enterprise customers.
- Skilled in handling heated customer situations, providing advisory support on complex, repeatable, or escalated cases, leading to actionable resolutions.
- Active listener and problem solver, quickly absorbing new information.
- Experienced information systems professional with over 20 years in enduser support, seeking a hands-on, project-oriented position as a technical leader.
- Self-motivated with the ability to work with minimal supervision.
- Deep understanding of customer environments and business objectives.

Skills

- Expert in Endpoint Management, including Patch Management, Software Delivery, Inventory, and OS Deployment.
- Extensive enterprise support experience with a strong understanding of corporate account needs.
- Proficient in Microsoft SQL Administration and Performance Tuning.
- Skilled in Microsoft PowerShell Automation.
- Comprehensive knowledge of Windows Operating Systems, Active Directory, SQL Server, Hyper-V, and Networking technologies.
- Expertise in installing, maintaining, and troubleshooting complex PC and Server issues.
- Strong organizational, communication, project management, and problemsolving skills.

Experience

BROADCOM (SYMANTEC) - Remote, NJ

2007 - Present

PRINCIPAL TECHNICAL ACCOUNT MANAGER

- Reproduce technical problems, diagnose causes, identify temporary and interim solutions, and communicate status updates to clients.
- Distinguish between application database, operating system, network, and hardware problems, taking ownership of issues through to resolution.
- Act as the primary technical point of contact for customer escalations.
- Develop, maintain, and present comprehensive case status reports both internally and externally to customers in regularly scheduled meetings.
- Drive the implementation and resolution of all customer cases, staying on top of all customer issues.
- Provide guidance on optimizing customer environments, including upgrade planning and change management.
- Proactively identify technical risks and bottlenecks.
- Assists customers in upgrade planning and change management.
- Facilitate and coordinate technical resources.

HEWLETT PACKARD - PISCATAWAY, NJ 2007

ALTIRIS TOOLS ENGINEER

2004-

	 Successfully implemented Symantec IT Management Suite software to manage 50,000 endpoints. Presented technical recommendations to upper management. Distributed software to managed endpoints throughout environment. Responsible for daily server maintenance running Altiris Client Manager suite. Successfully distributed 90% of Microsoft critical security patches to approximately 50,000 clients. Use initiative to identify and pro-actively resolve issues. 	nent
Education	THE CHUBB INSTITUTE – Parsippany, NJ 1	996
	Diploma - Data Center Support	
Accolades	Symantec RPS All-Star 2012 and 2013	
	Symantec Top talent member	
	Author of many knowledgebase articles	
Certifications	Microsoft 365 Certified: Endpoint Administrator Associate	
	Microsoft Certified: Azure Fundamentals	
	CompTIA Security +	
	Certified Customer Success Manager (CCSM)	
	Symantec Certified Specialist	
	Google Cloud Fundamentals: Core Infrastructure	