

# Presales Engineer

Alberto Pérez Pérez

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## Languages

### English

Proficient (C2)  
Cambridge  
University CAE

### Spanish

Native

## Career Path

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### 2008-Pres. Overon Audiovisual Services

2020-Pres. Pre-Sales Engineer

Role: Work with the sales team to qualify customers and assess their needs. Be technical contact of the customer during the presales phase. Work with the engineering team on solutions architectures to answer customer's needs, finding the right products and solutions to deliver the results. Assessment about costs of the projects.

2019-2020 OTT Project Technical Leader

Role: Technical coordination and leadership in a customer's OTT Azure based project. Daily contact with the customer to enable proper flow of the project. Assessment of new solutions. Documentation and handover to operations team.

2013-2019 Streaming/OTT & Networking Solutions Engineer

Role: Migrating and deploying streaming architecture to cloud environments (AWS, Azure, GCP) and end-to-end physical environments for streaming network management and deployment (on-premises and in the cloud).

2008-2013 Networking & IPTV/Broadcast Engineer

Role: Deployment of end-to-end broadcast services: encoding, multiplexing, transport, and delivery to B2B customers across Europe.  
Deployment and management of the broadcast network (Cisco) in a highly sensitive IGMP environment.

### 2006-2008 SATEC

2006-2008 VoIP Technician

Role: Configuration and deployment of different VoIP projects.

## Education

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- 2001-2007**    **TELECOMMUNICATIONS ENGINEER  
(MASTER'S DEGREE)**  
Specialization: Networking  
College: Universidad Politécnica de Madrid (UPM)
- 2012-**        **CCNP**  
Cisco Certificate Network Professional  
Cisco Systems
- 2008-**        **CCNA**  
Cisco Certificate Network Associate  
Cisco Systems
- 2021-**        **Red Hat**  
Red Hat Sales Engineer Specialist - Red Hat Certified  
Cloud and Service Provider (CCSP)  
Red Hat Sales Specialist - Red Hat Certified Cloud and  
Service Provider (CCSP)