

BRENT LEEKLEY

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PROFESSIONAL SUMMARY

Principal/Leadership-level Solutions Architecture leader who turns multi-practice pre-sales into a repeatable revenue motion, influencing pipeline across networking, data center, security, and AI infrastructure. CCIE #24221 and U.S. Navy veteran who builds the methodology, mentors the sales team, and wins the technical sale.

CORE COMPETENCIES

Sales Leadership & GTM: Pre-Sales Lifecycle Design · GTM Enablement & AE Coaching
POV/POC Leadership · SOW Development & Scoping

Technical Architecture: Enterprise & Data Center · Cisco ACI / VXLAN-EVPN
Pure Storage · VCF 9 / NSX / UCS · NVIDIA AI Infrastructure

Strategic Account Management · Executive/CFO Business Cases & ROI
Mutual Action Plans & QBRs · Cross-Functional Team Leadership
ISE / SD-Access / TrustSec · SD-WAN · Palo Alto NGFW
Network Automation (Python / Ansible) · Zero Trust / NAC

PROFESSIONAL EXPERIENCE

Regional Principal Solutions Architect

February 2022 – Present

Trace3 Government (formerly Zivaro) – Denver, CO

- Influence **~\$52M in annual pipeline**; improve first-meeting conversion by anchoring hypotheses to live customer signals (path latency, BGP visibility, fabric utilization, posture exposure) and converting needs into customer-validated outcome maps before the first demo, rather than feature-led pitches.
- Built and codified the operating model the SA team runs on — four named personas with signature questions per stage and artifact templates per gate — mentoring SAs and account engineers so transfer happens through structure rather than shadowing.
- Lead the full pre-sales lifecycle as one repeatable motion (signal, discovery, demo, value/POV, mutual action plan, post-sale QBR) on a shared engagement record, eliminating handoff loss between sales, services, and CSM.
- Designed a Cisco AI Factory pre-sales enablement system with NVIDIA — a Glean-based reference-architecture repository (DGX SuperPOD, BasePOD, MGX, HGX; partner RAs across Dell/HPE/Lenovo/Pure/NetApp/VAST/WEKA) and a three-tier pitch architecture (elevator, 10-min, 30-min) that AEs deploy independently.
- Act as the cross-practice synthesizer, architecting multi-practice solutions across Cisco (Catalyst, Nexus, ACI, ISE, SD-WAN, Meraki, Catalyst Center), Palo Alto NGFW, Pure Storage, Nutanix, VMware NSX, and NVIDIA AI infrastructure, so Trace3 sells coordinated tracks rather than four independent pitches.
- Built a Python pre-sales automation pipeline (Netmiko, Pydantic, CiscoConfParse2, Jinja2, PyATS, Batfish) that produces every artifact in rep-, customer-, and CRM-facing (Salesforce) forms, **reducing artifact production time 25%**.
- Drive **~15% average reduction in client infrastructure costs** and contributed to a **75% retention improvement** via lifecycle gates that prevent unqualified POVs and surface renewal-risk drift early.

Solutions Architect

March 2021 – February 2022

Marco Technologies, Inc. – St. Cloud, MN

- Owned pre-sales architecture for enterprise named accounts; ran structured discovery → outcome-mapping → demo → business-case → POV motions gated on customer-validated outcomes.
- Designed a Zero Trust offering for a higher-education institution (802.1X NAC, BYOD onboarding across 50+ buildings); authored CFO-defensible business cases that survived security review and procurement.

Principal Solutions Architect — Data Center / Route-Switch

2014 – 2021

Crossconnect Engineering, Inc. (Cisco Gold Partner) – Colorado Springs, CO

- Lead data center and enterprise networking architect for Fortune 500 / S&P 500 clients.
- **VXLAN-EVPN programmable fabric:** greenfield NX-API fabric (Ansible-orchestrated VXLAN overlay, BGP EVPN control plane, multi-site DCI) for a Fortune 500 electronics company.
- **Cisco ACI:** greenfield ACI fabric with UCS compute and NetApp SolidFire all-flash for an S&P 500 real-estate trust, advising from architecture through production cutover.
- **Hyperconverged:** Cisco UCS HyperFlex across a primary DC and 20+ ROBO sites, transitioning the customer to managed services.

Post-Sales Implementation Engineer / Network Consultant

2012 – 2014

ISC Inc. (now Venture Technologies) – Englewood, CO

- Designed enterprise routing and Cisco UCS data center solutions for public-sector clients (Nexus 7K/5K/2K, UCS Fabric Interconnects, Catalyst 6500).
- Led DC migration with Nexus + EMC VMAX + OTV (stretched Layer 2 to a DR site) for the nation's largest emergency air-medical provider.

Network Engineer / Consultant

2007 – 2012

IntelePeer · Long View Systems · Cricket Communications · Qwest Communications – Denver, CO

- MPLS VPN transport for Colorado state agencies, including the State Capitol LAN modernization (IOS-XR 9000, L2/L3 VPNs).
- Converged MPLS campus/service-provider design for Denver International Airport (NOC ops, IP multicast, IGP/BGP for the airport campus).

Information Systems Technician (IT2)

U.S. Navy

Honorably Discharged – network communications, radio, and classified information systems

CERTIFICATIONS

- Cisco Certified Internetwork Expert (CCIE) Enterprise Infrastructure #24221
- Cisco Certified Network Professional (CCNP) Data Center
- VMware Cloud Foundation Pre-Sales – Certified Expert (Broadcom)
- Pure Storage FlashArray Implementation Specialist
- Rubrik Technical Professional (RTP)
- Full list and verification at [linkedin.com/in/brent-leekley](https://www.linkedin.com/in/brent-leekley)

EDUCATION

B.A. Liberal Arts – Regis University