

ROBERT O'HARA

✉ imp73059@gmail.com

📞 +1 603-686-9298

Results-driven Senior Pre-Sales Network Engineer with 20 years of experience in selling, designing and implementing network/cybersecurity infrastructures.

EXPERIENCE

EOS IT solutions

EOS IT Services - November 2025 to April 2026



- Led design and testing of EVPN-VXLAN data center fabric for top ten financial including IBGP/EBGP-based underlay and overlay control planes, VTEP policy development, and multi-vendor (Arista/Cisco) integration to deliver scalable, fault-tolerant leaf-spine networking.
- Skilled at selling SSE (SD-WAN & SASE) solutions from Palo Alto Networks, Cisco Systems, Fortinet and Arista Velocloud. This includes SWG, CASB, ZTNA & FWaaS.
- Delivered a scalable, secure B2B and extranet connectivity framework for top ten financial utilizing Alkira SaaS networking thereby improving partner onboarding speed, security posture, and operational flexibility across multi-cloud and on-prem environments.

Solutions Architect

ePlus Technology - Since July 2023 - Full-time - Manchester - United States - New Hampshire



Partner with Account Executives, Sales, and Integration teams in a pre-sales capacity to deliver technical expertise across enterprise networking and data center architectures, with a focus on software, hardware, AI-driven solutions, and hybrid cloud. Support ePlus managed and professional services engagements, driving solution design and customer alignment across Commercial and SLED markets throughout the New England region.

Consulting Systems Architect

Red River, LLC - October 2020 to February 2023



Served as Senior Architect at Red River, designing tailored multi-vendor architectures aligned to customer business objectives, including cloud solutions (AWS, GCP, Azure), managed and professional services. Supported Strategic Integrators such as Raytheon Technologies and Lockheed Martin, as well as DoD customers including Defense Information Systems Agency and United States Navy. Acted as lead technical authority for Cisco-based opportunities, driving revenue growth and exceeding targets (131% in FY2021, 118% in FY2022) during the COVID-19 period.

Systems Engineer IV / Consulting Systems Architect

Cisco Systems, Inc., - July 2004 to September 2020



- Lead Engineer for Cisco top 50 Enterprise Account (RTX) for 16+ years. Collaborated with Senior Architects and stake-holders and mapped Cisco products and solutions to achieve business goals.
- Sold and mastered almost every major Enterprise technology Cisco sells .
- Consistently Stack ranked in the top 10% of my teams in all 16+ years at Cisco Systems. Inc. Was one of only 3 Systems Engineer IV's in the company at Cisco.

Systems Engineer III

Juniper Networks - February 1999 to July 2004



- As the first Sales Systems Engineer covered all of New England and Upstate New York, grew the revenue in New England territory from \$4m to \$110m in less than five years.
- Engaged with Service Provider, both Tier II and CSP customers to understand their technical requirements and challenges, and to identify opportunities for the company's products or services to address those needs.
- Worked closely with Customer Engineering teams through hardware/software and optical certifications.
- Deep knowledge in IP Routing technology design including BGP, OSPF, ISIS, as well as MPLS applications (Layer 2 & Layer 3), QoS. Led GMPLS interop test efforts for Juniper at the University of New Hampshire Interoperability lab.

SKILLS

Networking

- EVPN/VXLAN
- Cisco Systems
- Juniper Networks
- Arista + Velocloud
- SD-WAN
- MPLS
- QoS Architectures
- Cisco WLAN
- BGP, OSPF, ISIS, PBR

Cybersecurity

- SASE/SSE
- SWG, CASB, ZTNA, FWaaS
- ISE/MFA
- Fortinet, PAN, Cisco, Arista

Awards and Citations - Cisco

- Cisco Chairman's Club
- Sales Champion Awards
- SE of the Quarter/Nat'l Security Region
- SE of the Quarter/US-Canada Partner Organization
- SE of the Quarter/US/Canada Channels
- SE of the Quarter - Federal Strategic Integrators
- SE Excellence Award/America's Partner Organization
- Cisco Live! 2015 Presenter Award - VPLS