ROBERT O'HARA

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

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EXPERIENCE

EOS IT solutions

EOS IT Services - November 2025 to April 2026

- Led the design and testing of a global, multi-region EVPN-VXLAN data center architecture for a top-10 financial institution, with dual active-active data centers per region for high availability and resiliency. Designed eBGP underlay and MP-iBGP EVPN overlay control planes, VTEP policies, and multi-vendor Arista/Cisco integration to support automated workload provisioning and a scalable migration from 400G to 800G infrastructure.
- Skilled at selling SSE (SD-WAN & SASE) solutions from Palo Alto Networks, Cisco Systems, Fortinet and Arista Velocloud. This includes SD-WAN, 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, professional services (SoW), 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

Served for 16½ years as the sole dedicated Cisco Systems Engineer for Raytheon, one of Cisco's **Top 50 Global Enterprise Accounts**, acting as its primary technical advisor and architectural liaison across a worldwide enterprise infrastructure.

Led architecture and technical strategy for three worldwide corporate infrastructure refreshes, encompassing data center, campus, branch, metropolitan-area, and wide-area networks, including an enterprise wireless infrastructure supporting over 2,600 access points.

Architected and supported solutions across Cisco's enterprise portfolio, including routing and switching, data center networking, unified communications, wireless, security, MPLS, DMVPN, and SD-WAN, emphasizing resiliency, scalability, and secure transport of sensitive and mission-critical traffic.

Supported Raytheon both as a strategic enterprise customer and as a Cisco channel partner, providing architectural guidance for Cisco technologies incorporated into hundreds of customer and government programs across multiple business units.

Collaborated with senior architects, engineering teams, and executive stakeholders to translate business and security requirements into enterprise architectures and long-term technology roadmaps.

Consistently ranked among the **top 10% of Cisco Systems Engineers** throughout my 16+ year tenure and achieved the distinguished Systems Engineer IV designation, held by only three engineers company-wide.

- 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 Organiztion
- Cisco Live! 2015 Presenter Award - VPLS