PAUL GREENLAW

BANQUET EXPERIENCE (PART-TIME)

2008–2010	**Creekside** (18315 RR 1826)	Driftwood, TX
Banquet Server		
1998-2001	**Radisson Hotel** (75 Felton Street)	Marlborough, MA
Banquet Server		

TECHNICAL EXPERIENCE

3/2004–Present	**Lucent Technologies**	Austin, TX
Network Consultant		

Responsible for the network design and integration of multi-vendor VoIP solutions and technical consulting.

9/2002–3/2004	**Level (3) Communications**	Boston, MA
Sales Engineer		

Responsibilities included: customer sales presentations, VoIP network solution proposals, and technical consulting.

- Delivered technical presentations to Level 3 partners to illustrate how to cost effectively leverage the Level 3 softswitch and network resources to offer Enterprise customers an alternative to their corporate PBX
- Designed network solutions for several small and medium size Enterprises for replacement of their traditional corporate PBXs with an IP Centrex solution hosted by Level 3

7/2000–9/2002	**Integral Access**	Chelmsford, MA
Sales Engineer		

Responsibilities included: development and delivery of technical material that illustrated the advantages of the company's integrated DSLAM/Packet DLC product line (PurePacket), trade shows, RFI/RFP responses and interoperability testing.

- Developed acceptance test plans to help prospects evaluate the platform's QoS, bandwidth efficiencies, service provisioning features and VPN capabilities during lab trials
- Worked with carriers to understand their voice/data business and application requirements and proposed an adequate network solution

7/1999–7/2000	**Lucent Technologies**	Marlborough, MA
Sr. Network Consultant (NetCare Professional Services)		

Responsibilities included: Network design and integration of VoIP and data networks.

- Led several field trials involving the Lucent Softswitch
- Participated in several MPLS and ATM backbone network designs

9/1995–7/1999	**Nortel Networks**	Billerica, MA
Network Engineer (TSC – Technical Support Center)		

Responsibilities included: fast resolution of Enterprise network issues involving Bay Networks routers and switches.

- Performed detail analysis of sniffer traces and router logs to determine the cause of network failures.
- Reproduced software and hardware bugs in the lab.
- Diagnosed network issues involving OSPF, ATM LANE, transparent bridging, translational bridging, source route bridging, spanning tree, IPX, AppleTalk, DECnet, PPP, Frame Relay, Ethernet, Token Ring and FDDI

7/1994–9/1995	**M.E.C.N.**	Boston, MA
Network Engineer (Engineering)		

Responsibilities included: Installation and configuration of a data network that linked all the state colleges in Massachusetts.

- Pre-configured and tested routers in the lab before site deployment
- Performed troubleshooting of layer 2 and layer 3 network problems
- Performed software upgrades

EDUCATION

6/1994	Northeastern	Boston, MA

- **School of Engineering Technology.**

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