

Nikolai Pitaev

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Summary

Senior Network Engineer with 20 years of professional hands-on experience in Enterprise and Service Provider Markets including 3 years of technical management and leadership:

- Leader of Secure WAN Technical Marketing Engineering Team.
- Senior Technical Marketing Engineer for Software Defined WAN with US Patent
- Pre-Sales Engineer for the biggest European Service Provider.
- IP Network Design Engineer for the biggest European Broadband Aggregation Network.
- Cisco Certified Internetwork Expert (CCIE) Trainer.

Skills

- **Link Layer:** Ethernet, ARP, PPP, MACSec, CDP, 802.11, MPLS, Spanning Tree.
- **Network Layer:** IPv4/IPv6, ICMP, IPSec, Multicast (PIM, IGMP).
- **Routing Protocols:** BGP, OSPF, ISIS, EIGRP, RIP.
- **Transport Layer:** TCP, UDP, QUIC, BBR2 TCP Optimization, DRE.
- **Application Layer:** DHCP, DNS, HTTP(S), IMAP, LDAP, NTP, SIP, SNMP, SSH, TLS/SSL.
- **Cloud and Virtualization:** AWS, Azure, Google Cloud, Oracle Cloud, VMware ESXi, Docker.
- **Programming and Scripting Languages:** python, terraform.

Experience

Leader Technical Marketing Engineering, Cisco HQ, San Jose, CA Since July 2022

- Leading Secure WAN Team of 7 TME Engineers responsible for all technical product requirements for Cisco Catalyst SD-WAN and SD-Routing.
- Responsible for Gartner Magic Quadrant for SD-WAN demonstration submission.
- Pioneered AI integration into SD-WAN – developed MRE workflows for Troubleshooting

Senior Technical Marketing Engineer, Cisco HQ, San Jose, CA July 2017 - July 2022

- Relocated from Cisco Germany to San Jose, CA to drive technical aspects of the Viptela SD-WAN Acquisition – responsible for technical integration of the Viptela Solution into Cisco.
- Created technical integration roadmap, demos and Customer Proof of Concept for Viptela SD-WAN and driven SD-WAN Migration from Viptela to Cisco Hardware.

Technical Marketing Engineer, Cisco Germany, Frankfurt May 2015 - July 2022

- Responsible for the adoption and deployment of the ASR1000 and CSR1000v product lines and solutions in Service Provider and Enterprise segments.
- Evangelizing the value and technical differentiators of Cisco routing portfolio and solutions to sale teams and customers.

Patents and Awards

- US Patent Network hierarchy constructs enabling instant global wide area network connectivity
- Best Presentation Award at the 21 IEEE HPSR International Conference.
- Cisco Pinnacle Award for Engineering & Product Innovation 2024 for Cloud and Analytics.
- Cisco Live Conference Distinguished Speaker Award.

Education

M.S. Electrical Engineering and Information Technology, TU Darmstadt, Germany 1995 - 2000