

# Ryan Hemphill

## IT RESUME

---

602- 828 0969

[ryan@hemp-tech.com](mailto:ryan@hemp-tech.com)

Scottsdale, AZ 85258

---

Veteran IT Specialist with over two decades of expertise in IT technical solution architecture, focusing on advanced hardware and software ecosystems, including NetApp, Dell EMC Isilon, and Hitachi Vantara HNAS. Administrating intricate IT environments encompassing Active Directory, DNS, DHCP, Networking and SAN storage architectures. Troubleshooting IT environments. Acknowledged as a dependable technical consultant. I have the skills to distill technical terminology into concise, understandable language to non-technical audiences. My approach is characterized by meticulous attention to detail, and a proactive stance in enhancing system performance, within the long term stability in this fast-evolving IT landscape.

## SKILLS

---

- IT Consulting / AI Consulting
- Hands-On Implementations
- IT Troubleshooting
- CRM Software Proficiency
- Disaster Recovery Planning
- PC / Server configuration and Upgrade
- “Digital Worker” Specialist
- Strategic Planner
- Collaborative Team Leader
- AD Administrator
- Remote Access Specialist
- Data Backup And Recovery
- Data Tier Optimization
- Storage Capacity Planning

## EXPERIENCE

---

### IT / AI CONSULTANT

[Hemp-Tech.com](http://Hemp-Tech.com)

**Remote**

*November 2023 - Present*

- Consult, design and implement IT software and infrastructure for a number of companies on a per hour basis.
- I specialize in both Windows and Linux environment, I pride myself in giving the bang for the buck solutions for small to enterprise customers.
- AI Consulting to implement your first “Digital Worker”, that could take care of daily tasks to free you my clients to focus on driving their business.
- How to use AI to grow your business, by answering phone calls, answering FAQ’s and collecting customer data for sales follow-up.
- “Finding a better way” is my motto, and I live it everyday and my customers appreciate it.
- Staying up-to-date on latest technologies is crucial in this continually changing IT landscape.
- With my very technical technology background, I have a firm grasp on technologies like: MAN, WAN, Ethernet, VoIP, VPN, Cybersecurity and DR (Disaster Recovery).

**CONSTRUCTION MANAGER**

Jet Construction

**Denver, CO***June 2023 - October 2023*

- Managed and oversaw the install crew of 6 in all aspects of cabinetry, labor and installation.
- This included: field measurements, logistics from site to units, assembly and quality control.
- Communicated with both site superintendent and owners on weekly progress along with walk through for project sign off.
- Responsible for coordinating with other trades for on target completion.
- Monitored the progress of installations, identifying and resolving any issues that arose.

**GOOGLE ADS CONSULTANT**

TTEC a Google Partner

**Tempe, US***November 2022 - March 2023*

- Provided expert consulting and optimization services to existing Google Ads clients over a 6-9 month period, with the primary goal of enhancing ad rankings and increasing visibility among targeted search audiences actively seeking products or services aligned with the client's offerings.
- Developed successful solutions tailored to clients' specific needs.
- Identified areas for improvement within existing processes and systems through extensive analysis of data sets.

**SENIOR TECHNICAL SALES ENGINEER**

Hitachi Vantara (formerly Hitachi Data Systems)

**Remote***January 2019 - August 2022*

- Experienced Sales Professional specializing in designing, promoting, and selling Hitachi Vantara's enterprise-grade data storage solutions.
- Proven track record of success in driving revenue and building strong relationships with key accounts, including Bank of Oklahoma, Abbott Labs, Ascension Healthcare, and Charles Schwab
- Collaborated closely with Hitachi Partners including Arrow, CDW, and Sirius to deliver tailored solutions that meet customer needs
- Deep expertise in Migration, HNAS, HCP, HCPCS, HCP Anywhere, and HCSF (WEKA IO)
- Designed and Implemented client solutions that were sticky and allowed maximum future revenue opportunities.
- Played a pivotal role in implementing and deploying WEKA IO Filesystems for Hitachi customers.

**PROFESSIONAL TECHNICAL CONSULTANT**

Hitachi Data Systems

**Remote***January 2015 - January 2019*

- I have a proven track record of success in driving revenue and building strong relationships with key accounts
- Designed and consulted on projects involving Hitachi NAS (HNAS) and Hitachi Content Platform (HCP), including customer design sessions, deploying NFS and CIFS shares, and delivering design documents
- Led data migration projects from competitive storage solutions to the Hitachi NAS Platform
- Collaborated closely with Hitachi Partners like Arrow, CDW, and Sirius to deliver tailored solutions that meet customer needs
- Deep expertise in HNAS, HCP, HCPCS, HCP Anywhere, HCP Anywhere Edge, and HCSF (WEKA)
- Played a pivotal role in implementing and deploying WEKA Filesystems for Hitachi customers.

**ISILON SALES ENGINEER**

DELL-EMC

**Scottsdale, US***January 2013 - January 2015*

- Experienced Sales Professional specializing in driving new opportunities for enterprise clients leveraging Isilon scale-out NAS architecture in Phoenix, AZ, and Las Vegas
- Successfully increased Isilon's footprint by directly interfacing with customers and partners, including Evotek, Cstor, Insight, and EPlus.
- American Express, Charles Schwab and ASU were two of my primary accounts in Phoenix AZ.

- Conducted ongoing technical roadmap sessions to educate customers and partners on Isilon's capabilities
- Hosted successful Isilon / Partner days to promote Isilon solutions in Las Vegas and Phoenix.
- Negotiated with clients to reach agreements on pricing, delivery schedules and other details of contracts.

## **PROFESSIONAL SERVICES CONSULTANT**

NetApp

**Phoenix, US**

*January 2010 - January 2013*

- I specialized in NetApp storage architecture, management, and deployments for enterprise applications using NetApp hardware and software products
- Possess deep expertise in all major network ethernet and fiber switch brands
- Committed to driving technological advancements and fostering continued growth for NetApp in both existing and new accounts.
- Assessed risk factors associated with proposed changes prior to implementation; developing mitigation strategies that minimized potential disruptions or delays.

## **EDUCATION**

---

### **NATIONAL HIGHER DIPLOMA IN MARKETING AND SALES MANAGEMENT (PARTIAL)**

*Dec 1994*

Technikon South Africa

### **HIGHER EDUCATION CERTIFICATION**

*Dec 1989*

Treverton College South Africa

## **CERTIFICATIONS**

---

- |                                 |   |
|---------------------------------|---|
| • AWS Certified AI Practitioner | • Netapp NCDA                             |
| • Hitachi NAS                   | • Isilon Specialist Systems Administrator |
| • Network +                     | • A+ Plus                                 |
| • Windows MCSE                  | • VMWare                                  |
| • Google Ads Video              | • Google Ads Search                       |
| • Google Ads Display            | • Google Ads Shopping                     |

## **WEBSITE, PORTFOLIO AND PROFILES**

---

- Please see my dynamic and up to date resume site here:  
<https://ryanhemphill.info>

[www.linkedin.com/in/ryannhemphill](http://www.linkedin.com/in/ryannhemphill)

## **LANGUAGES**

---

- Afrikaans - Fluent
-

## ADDITIONAL INFORMATION

---

### Hands-On IT Experience

Highly Skilled with any IT Infrastructure environment:  
Active Directory or any Directory services,  
DHCP,  
Disk Cloning: Norton Ghost, Clonezilla  
DNS,  
Content Filtering,  
SAN,  
NAS Storage.  
..... many more

I am currently working with: Docker,  
Linux (Desktop and Server),  
Proxmox Virtual Server,  
Nextcloud,  
OpenVPN,  
Twingate-Zero Trust Security,  
PiHole-DNS Advertising Filter.

Currently taking the following classes at Udemy:  
Complete Python Programing  
Google Generative AI Course  
AWS Certified Cloud Practitioner

## REFERENCES

---

References available upon request