

Roberto Colon

Education & Enterprise Technology Solutions Specialist



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CONTACT

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ABOUT ME

In this current business environment, it is more important than ever for education, corporate and government entities to have the understanding and guidance when it comes to technology decisions. Integrating hybrid solutions, including support for unified communications, is necessary to support the needs of both clients and customers. I help my customers and clients make educated decisions to provide value and return on investment in this complicated world of technology. From the classroom to the conference board room, you can rely on my 20+ years of experience to lead your company down the right path.

CTS- InfoComm Certified Technology Specialist
DMC-E-4K- Crestron DigitalMedia Certified Engineer
Microsoft Teams Rooms Solutions Sales Specialist



EXPERIENCES

Regional Sales Manager-Education

Crestron Electronics - Since November 2020



- ▶ Regional Sales Manager supporting the education market vertical. Responsible for 4.5 states in the Ohio Valley region supporting over 300+ school accounts in both K-12 and Higher Education.
- ▶ 100% quota achievement for the territory in 1st full year of support.
- ▶ Work collaboratively with key education account customers to recommend technology solutions that fit their schools needs and ecosystem.
- ▶ Daily tracking of sales opportunities and interactions with schools in Salesforce

Regional Sales Manager-Commercial

Crestron Electronics - November 2016 to October 2020



- ▶ Regional Sales Manager supporting the dealer channel network and enterprise/corporate customers.
- ▶ Worked directly with our dealer account managers, sales engineers and integrator management/ownership to grow their business around Crestron and its technology portfolio.
- ▶ 100% quota achievement for FY 2018 and FY 2019 in my territory supporting Ohio, West Virginia and Western Pennsylvania.
- ▶ Direct end user support with our large corporate and education customers to help them succeed with Crestron technologies and ecosystem
- ▶ Daily tracking of sales opportunities and interactions with dealers and customers in Salesforce

Associate Director of Learning Environments

The Ohio State University Fisher College of Business - March 2010 to October 2016 - Full-time - Columbus - United States - Ohio



- ▶ Responsible for the administrative management of staff who support the core learning environments and technology for the Fisher College of Business campus. I set strategy, direction and service standards for classroom and learning space technologies.
- ▶ Oversee all technical design of classrooms and learning spaces, system integration and installation, client/vendor communication and project documentation. This includes planning for all future spaces, including flexible learning areas where TEAL and SCALE-UP concepts are considered.
- ▶ Working with the Educational Technologies team, I help manage all component infrastructure for the FCOB video conferencing plant which supports our distance learning program to the OSU satellite campuses. This includes all web conferencing applications in classrooms and learning spaces. We've also been instrumental in our classroom lecture capture systems utilizing Mediasite and integrating with Ohio State's LMS.
- ▶ Co-Managed the technology updates and planning for the Mason Hall renovation in 2010. I worked directly with all architects, planning committees, vendors and stakeholders to ensure all areas were installed and completed on schedule.
- ▶ Manager of \$500K departmental fiscal budget. This includes all budget projections and planning for all equipment refresh cycles.

Learning Environments Systems Engineer

The Ohio State University Fisher College of Business - December 2008 to March 2010 - Full-time - Columbus - United States - Ohio



- ▶ Member of the Educational Technologies Department, Fisher College of Business.
- ▶ Responsible for the maintenance and service of the classroom technology plant for all FCOB classrooms and learning spaces.
- ▶ Managed all deployment and implementation of lecture capture for the college using Panopto as our primary application.
- ▶ Managed all component infrastructure for FCOB video conferencing plant. This includes all Cisco and Polycom components.

I.T. Director/Network Administrator

The Alpha Group Agency - August 2001 to October 2008 - Full-time - Cleveland - United States - Ohio

- ▶ Responsible for entire network infrastructure including security, design, maintenance, and upgrades.
- ▶ Managed a 60 user environment including helpdesk
- ▶ Performed upgrade and overhaul of complete network which included new servers, router, switches, firewall, patch panels, racks, network cables and jacks

SKILLS

Certifications

- ▶ Certified Technology Specialist (CTS)
- ▶ Crestron DMC-E-4K
- ▶ Extron AV Associate
- ▶ Microsoft Teams Rooms Solutions Sales Specialist (Pending)

Management & Communication

- ▶ Relationship Management
- ▶ Service Performance
- ▶ Team Leadership
- ▶ Planning and Organizing
- ▶ Result Oriented
- ▶ Critical thinking
- ▶ Effective presentation skills

Technology & Applications

- ▶ Web Conferencing-Teams/Zoom
- ▶ Unified Communication Design
- ▶ Salesforce
- ▶ Hybrid Room System Support/Design
- ▶ Control Systems-Crestron
- ▶ Highspot Marketing Web Tool
- ▶ AV System Design/Programming
- ▶ Lecture Capture/Distance Learning
- ▶ Wireless Presentation Systems
- ▶ Digital Signage
- ▶ Low Voltage Integration
- ▶ LAN-WAN
- ▶ Project Documentation

Awards

- ▶ 2014 Fisher College of Business Undergraduate Programs Staff Employee Award for providing superior service
- ▶ 2010 Fisher College of Business Cindy Coydendale MAX staff employee of the year award
- ▶ 100% Sales Quota Club FY18 & FY19

EDUCATION

MIS, Finance

MIAMI UNIVERSITY

September 1994 to August 1999

Five year focused education with computers and information systems as main concentration.