

# Leon Adato

## Developer Relations Advocate

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## EXPERIENCE

### PERSONAL PROJECTS & CONTENT

- Author: "The Four Questions Every Monitoring Engineer is Asked"
- Host: "Technically Religious" podcast
- Guest: on multiple series (Cloudbytes, Gestalt IT, IT Reality, The Watercooler)
- Speaker: DevOpsDays, Monitorama, CloudNative, & more
- Speaker info: <http://www.adatosystems.com/speaking/>
- Full list of work: <http://www.adatosystems.com/articles-and-appearances/>

### PRINCIPAL DEVELOPER RELATIONS ADVOCATE

11/2021 - Present | New Relic | San Francisco, CA

- Promoted, contextualized, and amplified brand and technical position, use cases, and key concepts; Internal advocate for customer needs and feature requests.
- Created in-depth technical content for brand-hosted and external online publications; produced deep-dive technical videos.
- Wrote, organized, hosted, and provide post-production for video series.
- Participated at conferences as an invited speaker; as part of boothstaff; and as a workshop instructor.
- Per year: 25-40 essays, 1-2 ebooks, 10-20 video assets, and 5-10 conventions/user groups.

### "HEAD GEEK"/PRINCIPAL TECHNICAL MARKETING MGR

08/2014 - 11/2021 | SolarWinds | Austin, TX

- External promotion, contextualizing, and amplification of monitoring concepts and use cases; Internal advocate for customer needs, with contributions generating \$2m per year in measurable revenue.
- Created in-depth technical content for external online and print publications; and internal training, knowledge sharing, and follow-on assets during the sales motion.
- Per year: 50-80 essays, 2-4 ebooks, 20-40 video assets, and 5-10 conventions/user groups.

### SR. CONSULTANT - MONITORING

11/2011 - 08/2014 | Cardinal Health | Columbus, OH

- Responsible for architectural vision and execution of monitoring solution across 10k devices. Reduced monitoring spend by \$700k per yr while doubling capability.

### SYSTEMS MONITORING ENGINEER

05/2010 - 11/2011 | Sentinel Technologies | Chicago, IL

- Designed and implemented a monitoring-as-a-service solution. Implemented design in 90 days.

## SKILLS

### OS AND STD. APPLICATIONS

•DOS (yes, it's called DOS) •Unix (HP-UX, AIX, Solaris) •Linux (various distros) •Windows server (NT through 2019) •Windows desktop (286 through 11) •MS-SQL Server •MySQL •VirtualBox, VMWare, MS Hyper-V •Video editing (KDenLive) •Audio editing (Audacity) •Content editing

### PROGRAMMING

•Python •PHP •Javascript •Perl •SQL •CSS/HTML/Markdown •Shell, DOS batch, cmdline, Office macros • $\LaTeX$

### MONITORING & O11Y

•New Relic •SolarWinds •BMC Patrol •HP OpenView •Nagios •net-SNMP •Syslog-ng

## EDUCATION

### CERTIFICATIONS

•SolarWinds Certified Professional •CompTia A+: 2017 •MCSE: Win2003+Messaging, 2005 •Cisco CCNA: 2004 •MCSE: NT4, 1999 •WordPerfect: 1989 •SAFD: 1988

### NEW YORK UNIVERSITY

BACHELORS OF FINE ARTS

(w/HONORS): 1989

## LANGUAGES

•English •ASL •Spanish •French •Hebrew •Geek/Nerd