

Thorin Greene

Curriculum Vitae

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Canberra and Sydney

For a comprehensive CV please see my website <http://thoringreene.com>

Career Summary - 20 years working with the world's leading software companies

As an experienced and enthusiastic Solution Architect and Professional Services Manager I have substantial knowledge and understanding of enterprise sales, solution development, integration and deployment. Working in Pre-Sales, Professional Services, and Training has given me a fabulous view of the inner workings of the software industry.

Working in the US, EMEA, and APAC, both with direct and indirect customers has given me experience in multi-cultural environments and an understanding of the unique challenges this presents. Focusing on driving new business and seeking revenue opportunities has meant that I've been able to achieve some great results and help drive real success.

Career History – Adobe, Oracle, FatWire, Autonomy, Verity, Cardiff Software, Coca-Cola

Successful customers lead to great references, which lead to new customers. Delivering quality solutions at the right time has been the core tenant of my career, both as a Solution Architect in a pre-sales role and as a Professional Services Manager.

From	To	Company	Role
MAR 2016	Present	Adobe	Digital Experience Specialist
SEP 2011	FEB 2016	Oracle	Lead Digital Specialist
MAY 2011	SEP 2011	FatWire	Senior Sales Engineer
MAY 2009	MAY 2011	Autonomy (APAC)	Professional Services Manager
JAN 2006	MAY 2009	Autonomy (EMEA)	Professional Services Directory
DEC 2005	JAN 2006	Autonomy (EMEA)	Principal Professional Services Engineer
FEB 2004	DEC 2005	Verity Inc.	Senior Professional Services Engineer
APR 2001	FEB 2004	Cardiff Software	Professional Services Engineer
APR 1999	APR 2001	Coca-Cola Enterprises	Systems Engineer
DEC 1994	APR 1999	British Army Reserve Forces	Commissioned Officer
SEP 1994	JUL 1997	University of Wales, Lampeter	Archaeology B.A. (Hons)
SEP 1989	JUL 1994	Kingham Hill School, Oxford	A levels: Geography, History and Law

Technology Skill Set – Web, BPM, EDRMS, Middleware, Databases

The technical aspect of my career has focused on Customer Experience, Web Experience Management, Business Process Management, Enterprise Capture, Enterprise Document and Records Management, as well as Middleware architecture including cloud technologies

Adobe Product Suite:

Adobe Experience Manager Sites (DX/CX)	Adobe Experience Manager Forms
Adobe Experience Manager Mobile	Adobe Experience Manager Screens
Digital Asset Management	Adobe Experience Manager Communities
Adobe Analytics	Adobe Target
Adobe Managed Services	Adobe Campaign

Oracle Product Suite:

WebCenter Sites (DX/CX)	Mobile Cloud Service
Marketing Automation Cloud	Documents Cloud Service
Oracle Commerce Cloud	WebCenter Content (EDRMS)
Business Process Management (BPM)	WebCenter Social / Mobility
Process Cloud Service	WebLogic

Autonomy / Verity / Cardiff Product Suite (now HP)

Autonomy Enterprise Search	Autonomy EDRMS
Autonomy Process Automation (BPM)	Enterprise Archive Services
Autonomy Enterprise Data Capture (TeleForm)	TeamSite Content Management
LiquidBPM Orchestration Engine	iManage Intelligent Content Processing

Databases, Languages, and Scripts

Microsoft SQL Server	JavaScript
Oracle Database	Visual Basic for Application
Microsoft Visual FoxPro	HTML
Java	XML
.NET (Visual Basic)	WebServices
Linux OS	Windows OS

Industry Skill Set - Solution Architecture, Professional Services, Management, and Training

Enterprise solution design and delivery has been the focus of my career in the software industry. From leading pre-sales cycles to managing professional services teams, I've focused on quality, both for the customer, and the team. I've extensive experience in multiple management and delivery disciplines; Prince2, Agile Scrum, Lean, and DevOps.

Additional Information

- I've worked extensively across Europe, North America, The Middle East, and South East Asia
- I'm a British citizen with Australian Permanent Residency (application for citizenship in process)
- Full and clean New South Wales driver's license
- Winter sports enthusiast