

# Brian Cowe

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Date of Birth 15 June 1976  
Nationality British

## Employment to date

### **ZEUS TECHNOLOGY LTD**

#### **Systems Engineering**

#### **Systems Engineer (Pre-Sales) (Sep 2006 to present)**

My technical ability, combined with my excellent commercial awareness has allowed me to provide a valuable and wide-ranging service to our sales team and partners. I am able to take on many roles, simultaneously if required, ranging from a technical guru to a business-level troubleshooter.

- Trained and supported partners both technically and commercially to allow the business to scale with sales;
- Secured sales and fostered future use of ZXTM through focussed discussion with decision makers, technical influencers and future champions in customer and partner environments;
- Qualified leads to determine a prospect's suitability for evaluation, with continued followup;
- Gained effectiveness in use of company mandated tools to achieve appropriate personal and group productivity and management visibility of all activity: Salesforce CRM, Bugzilla bug reporting / feature request system, Perforce version control system, GoToWebinar for customer facing web seminars, and Zeus's internal support, licensing and sales reporting systems

### **AMINO COMMUNICATIONS**

#### **Systems Group**

#### **Software Engineer / Senior Software Engineer (Oct 2004 to Sep 2006)**

- Designed and implemented systems level software (Python, C), using XML, SOAP and a variety of proprietary protocols (over ethernet, wireless and RS232) for the timely distribution of intellectual assets, customer information, and financial data;
- Identified and assessed business opportunities in the hospitality and digital signage markets;
- Provided on site partner training, product integration and customer support;
- Negotiated with colleagues and customers to establish marketable product requirements;
- Demonstrated prototype systems to current and prospective customers

## **AUTONOMY SYSTEMS LTD**

### **QA**

#### **Head of QA (Nov 2002 to Jul 2004)**

- Managed QA team directly (up to 4 people) and development team indirectly (up to 12) to provide development support and specialist testing resources;
- Designed, developed and maintained internal systems including automated build and test, automated installer generation, defect reporting, product licensing, product distribution and product usage monitoring;
- Advised and assisted developers, managers and consultants on matters ranging from development processes and testing philosophy to infrastructure design and language issues, both proactively and reactively as appropriate;
- Coordinated development, management, support and QA teams to ensure maximum commercial impact of activities;
- Controlled product releases (around 150 active releases at any one time);
- Developed technical utilities to support development staff on site;
- Responsible for final testing of product installation and use, including bug tracking;
- Sought regular feedback from technical staff regarding usefulness of team's activities;
- Interviewed and selected candidates for roles within the QA team

### **Development**

#### **Software Developer (Dec 2001 to Nov 2002)**

- Designed and implemented key functionality (C) required by customers such as Philips, Dept of Homeland Security and the BBC in server software;
- Conceived, designed, implemented (Perl) and championed full automated testing and reporting system for all server products on both Windows and UNIX platforms, thus significantly reducing developer workload caused by regression issues;
- Traveled internationally to customer sites to provide technical backup to partners

## **ZEUS TECHNOLOGY LTD**

### **Development**

#### **Software Engineer (Jan 2000 to Nov 2001)**

- Developed core components of the world's leading web server software;
- Designed and implemented the innovative web based GUI to administer the flagship product, including support for localisation, rebranding, and custom extensions;
- Advocated the value of testing within the team, leading to test management responsibilities;
- Interviewed candidates for technical ability

## **UNIVERSITY OF CAMBRIDGE COMPUTER LABORATORY**

### **Systems Research Group (Networks and Operating Systems) Research Assistant (Jun 1997 to Dec 1999)**

- Researched the field of devolved ATM network control, specializing in delay-sensitive multimedia traffic (BT sponsored);
- Developed research tools and supporting software (C, Java, CORBA);
- Supervised (taught in small groups) undergraduate and postgraduate courses including Data Structures and Algorithms, Digital Communications, C/C++, Security and AI

## **Education**

### **St John's College, University of Cambridge (1994 to 1997)**

- Computer Science, MA (Class II.1)

### **Exeter College, Exeter (1992 to 1994)**

- 'A' level            Physics (A), Maths (A), Further Maths (A), Chemistry (C)
- STEP level        Physics (1), Maths (2)

## **Additional Skills**

- Good solution finding skills, from lateral thinking to algorithmic complexity optimization;
- Technical fluency in Perl and C, with further experience in Python, C++, shell scripting, Java, SQL, various BASICs and many exotic languages, mostly in a UNIX environment;
- Flexible approach, using the best tools for the job, including Microsoft Visual Studio 6, GNU development and profiling tools, a number of revision control systems and Enterprise Architect for UML analysis and design;
- Strong desire to optimise commercial implications of work undertaken

## **Personal Experience**

- Member of Latin American formation dancing team (selected to represent UK in the World Championships for the past three years);
- British Gymnastics qualified Trampoline Coach;
- Recreational squash player;
- Held executive posts in the Cambridge Dancers' Club committee: Treasurer (£70,000 turnover), Rock 'n' Roll team captain (ranked top in the UK)