Rob Haddad

Enterprise Account Executive | Cloud & Network Infrastructure Specialist
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Professional Summary

Client-focused technology advisor with over seven years of experience driving business transformation through cloud, networking, and hybrid IT solutions. Currently specializing in global account management with a deep technical focus on IP transit, Optical Wavelength data transport, BGP/ASN routing, Colocation, VPN, and AI-accelerated cloud automation. Skilled at aligning enterprise requirements with technical solutions and serving as a high-level intermediary between engineering teams and stakeholders.

Core Competencies

- Customer Success & Technical Account Management
- Cloud Architecture (AWS, Azure, GCP)
- L1–L3 Network Infrastructure & IP Transit
- BGP, VPN, SD-WAN, MPLS, Colocation
- Solution Consulting & Pre/Post-Sales Support
- Web Application Deployment & Security (AWS)
- Cross-functional Stakeholder Engagement
- AWS Well-Architected Framework

Technical Projects

AWS Real-Time ASN Monitoring System | Independent Engineering Project

- **Objective:** Developed a real-time Autonomous System Number (ASN) aggregator to track and analyze new allocations from all five Regional Internet Registries (RIRs) for market intelligence.
- **Architecture:** Transitioned the system from a serverless Lambda architecture to a robust EC2/PostgreSQL solution to capture high-frequency BGP stream data.
- **Rapid Prototyping:** Leveraged generative AI tools (Gemini/ChatGPT) to accelerate development cycles, translating architectural requirements into functional Python code and Linux automation scripts for AWS deployment.
- **Data Engineering:** Engineered automated data ingestion pipelines using Python (boto3) to fetch and normalize RDAP data from ARIN, RIPE, and APNIC into DynamoDB.
- **Alerting & Ops:** Implemented a critical alerting mechanism via Amazon SNS to trigger immediate notifications upon detection of new ASN allocations.

Professional Experience

Cogent Communications - Waltham, MA
Global Account Manager: October 2025 – Present

- Managing a strategic portfolio of global network infrastructure clients across the ISP, CDN, and datacenter sectors.
- Consulting on complex IP Transit and BGP routing strategies for enterprise clients, ensuring optimal latency and redundancy.
- Achieved over 300% to quota in the first quarter, driving revenue through strategic account expansion.
- Leveraging deep technical knowledge of network layers (L1-L3) to bridge the gap between client business goals and internal network engineering capabilities.

Comcast Business – Boston, MA
Enterprise Account Executive: April 2025 – October 2025

- Leads enterprise engagements for Comcast Business clients, providing guidance on advanced network and cloud-integrated solutions to enhance infrastructure, lower costs, and improve continuity. Serves as the main contact between customers and engineering teams, focusing on technical enablement, solution adoption, and ongoing client success.
- Worked with IT and network leaders at mid-to-large enterprises to modernize hybrid cloud and SD-WAN deployments
- Supported solution delivery teams during onboarding, emphasizing product fit, risk mitigation, and performance assurance
- Led discussions on IP VPN, fiber connectivity, BGP routing, dedicated internet access, and managed cloud services
- Provided cloud-readiness assessments and partnered internally on AWS/Azure/GCP integration opportunities

Cogent Communications – Waltham, MA
Global Account Manager: November 2023 – March 2025

- Managed over 250 global network infrastructure clients in the ISP, CDN, and datacenter sectors
- Conducted technical pre-sales calls with engineering teams to define client architecture needs
- Closed $28K+ in monthly recurring revenue from new customers, earning regional performance awards
- Certified in Cogent Virtual Private LAN Services (VPLS)

Connection – Merrimack, NH
Cloud Business Development Specialist: September 2022 – October 2023

- Empowered sales teams to deliver tailored cloud transformation solutions across AWS, Azure, and GCP

- Performed technical discovery and implemented solutions based on client infrastructure needs
- Generated over $60K in MRR pipeline and closed $17K+ through vendor collaboration
- Delivered cloud training to non-technical stakeholders to support adoption

Account Manager October 2020 – September 2022
- Managed a portfolio of 150+ SMB accounts, assessing IT needs and qualifying technical opportunities
- Coordinated with product specialists and engineering teams for solution design and implementation
- Consistently exceeded quarterly quotas by 104–120%

Education & Certifications
- B.S. in Clinical Laboratory Science – American University of Science and Technology - 2010
- Graduate Certificate in Molecular Biology - 2013
- AWS Certified Solutions Architect – Associate
- Microsoft Certified: Azure Fundamentals
- Google Cloud Digital Leader
- Fortinet NSE 1/2/3 | VMware VTSP | Cisco SD-WAN | eSentire | RapidScale | Veeam
- AVANT TA-Academy: SD-WAN, IaaS, BaaS, Colocation, Security, CCaaS, Connectivity

Technical Skills
- **Networking:** IP Transit, BGP, ASN, MPLS, SD-WAN, L1-L3 Architecture, VPN, EVPN.
- **Cloud Infrastructure:** AWS (EC2, S3, IAM, VPC, SNS, DynamoDB), CloudFront, Route 53.
- **Operating Systems:** Linux (Ubuntu/RHEL CLI), Windows Server.
- **Languages & Scripting:** Python (Automation/Boto3), HTML5/CSS3, SQL, JSON.
- **Development Workflow:** AI-Assisted Prototyping (Gemini/ChatGPT), Git