

MICHAEL KLEER

Enterprise Technology Advisor

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michaelkleer.com Denver Metro Area



SUMMARY

I partner with enterprise organizations across Colorado to shape long-term strategy in connectivity and security. My focus is on building strong relationships and helping clients navigate complex decisions with clarity and confidence.

I spend much of my time listening—understanding each organization's unique challenges, priorities, and goals. From there, I work collaboratively to develop practical solutions that not only strengthen how businesses connect and protect their environments, but also align with financial objectives.

I bring a dual lens to every conversation: technology and business value. Whether it's improving efficiency, managing risk, or optimizing spend, I help ensure that technology investments are intentional, measurable, and tied to real outcomes.

EXPERIENCE

Client Partner 01/2026 - Present

T-Mobile Denver Metro Area

Enterprise Connectivity & Security

- Partner with enterprise organizations across Colorado to shape long-term connectivity and security strategy, serving as a trust advisor on complex technology decisions.
- Build and maintain deep client relationships by leading with active listening--uncovering each organizations' unique challenges, priorities, and goals before presenting solutions.
- Develop tailored solutions that strengthen how businesses connect and protect their environments, ensuring alignment with both operational and financial objectives.
- Apply a dual technology-and-business lens to every engagement, helping clients ensure that technology investments are intentional, measurable, and tied to real outcomes.

Enterprise Consultant 04/2024 - 08/2025

Fastly Denver, CO

Enterprise Edge Networking, Security and Computing

- Responsible for selling network services, security and observability in major accounts with (\$1B-\$10B) in revenue.
- Responsible for landing and expanding in current accounts as well as net-new business.
- Accelerated POV's with net-new and incumbent customers. Improved customer retention with 30 day POVs.
- 100% retainment rate for incumbent customers, which translated to \$1.6M in maintained earnings.
- Responsible for selling semantic caching of large ASI LLM's to save customer's API costs. Saving customers 25% in API costs.

Cloud Services Consultant 02/2019 - 02/2024

VMware (acquired by Broadcom) Denver, CO

Cloud Managed Services

- Developed GTM new business with our networking, security, & Hybrid Cloud Management solutions, resulting in a 38% increase in revenue from major customers and MSP's in both North and South America.
- Forecasted POV's, namely SASE and distributed firewalls to assist customers with security logs and infrastructure with strategic partner/customers, reaching a total of 30 POCs in 6 months to gain mind-share with technical sales leadership.
- Executive alignment, evaluated and grew strategic customers and partners with strong competencies in networking, security and hybrid cloud solutions, working with a total of 15 new partners.
- Led customers in onboarding and consuming the technology, establishing cadence with customer success team monthly, driving a 20% adoption increase within other parts of tech stack.

KEY ACHIEVEMENTS

Accolades

- FY20 VMware President's Club Winner (174% of plan) \$10M in bookings
- H2 FY21 245% of plan \$30M in bookings
- FY22 150% of plan--\$42.5M in bookings
- Q3 FY23 160% of plan--\$14.5M in bookings
- FY24 Fastly 110% of plan

SKILLS

Strengths

- Consultative Selling
- Secure Access Service Edge (SASE)
- Storytelling/Business Narrative
- IT Finance Acumen
- Negotiations & Deal Structuring
- Executive Relationship Building
- Technical Seller

EDUCATION

MBA Candidate 2026

University of Colorado Boulder

- IT Finance & Business Operations

CERTIFICATIONS

AWS Solutions Architect-Associate

Amazon

Brocade Certified Network Engineer

Broadcom

Microsoft Certified Azure Fundamentals

Microsoft

EXPERIENCE

Senior Security Account Executive

11/2015 - 01/2019

[VMware \(acquired by Broadcom\)](#)

Denver, CO

Network/Security Virtualization

- Increased network security for VMware's major accounts by implementing SD-WAN, resulting in a 30% reduction in edge security incidents.
- Qualified networking, security, and SD-WAN for VMware's major accounts across 10 states.
- Targeted a 20% increase in network security for VMware's major accounts through innovative security solutions, managing networking, security, and SD-WAN in 10 states.
- Grew major account NSX sales 200% FY15-FY18.

Enterprise Sales Manager

05/2015 - 12/2015

[Brocade Communications \(acquired by Broadcom\)](#)

Denver, CO

Enterprise Datacenter Networking

- Managed team of sales reps in enterprise accounts in AZ, WA, OR, CO, UT and MT, resulting in a 25% increase in sales volume by managing the order processing and deal registrations.
- Worked extensively with channel partners on enablement, order processing, and deal registrations for {30} different projects.
- Revamped pipeline management, resulting in a 30% increase in deal registrations by actively engaging with channel partners.