

Ingenious Champion Profile

Jerry Jones – Field Systems Engineer,
Walker and Associates



Juniper Champion



Introducing Jerry Jones

Jerry has worked for the past five years as a field systems engineer for Walker and Associates, an Elite partner for Juniper. Jerry began his career in the telecommunications industry as a central office test engineer and PBX/key systems installer. Over time, he has become well versed in the various telecommunications and networking transport technologies used to deliver enterprise and provider voice and Internet services.

Career Path

During Jerry's long career, he has worked as a network and systems engineer developing expertise in network design and networking, telecommunications, MPLS, and Ethernet. He has also designed, built, and operated VoIP-based networks. For a number of years, he owned a consulting company. As the owner of a small company, he managed all aspects of the business from proposal presentations to hiring technicians to installing and testing equipment. Additionally, he attended numerous industry schools and earned a variety of certifications, including becoming a Juniper Networks Ingenious Champion.

Engaging with Juniper

While working as a network engineer in the late 1990s, Jerry was investigating products and solutions for a core network upgrade. After evaluating Juniper Networks® M40 Multiservice Edge Router, the first order was placed, and he has been using Juniper products ever since. He finds the architecture and Juniper Networks Junos® operating system superior to other equipment. Today, his partnership with the local Juniper account team, based on mutual trust and respect, has led to success in the tier 2/3 service provider market.

Proud to be an Ingenious Champion

Jerry reached the Ingenious Champion level in less than a year. He encourages others to achieve this level as well, so they can have access to all the additional information and resources as a benefit of attaining Ingenious Champion status. He finds that by participating in the business unit round tables and virtual tech summits, he is always current on the latest products and services. With access to SalesCentral, he is able to obtain the same information given to Juniper SEs, making his job easier. By attending the tech summits, he has made great contacts by networking with other Ingenious Champions and Juniper engineers.

On a Personal Note

Jerry's main hobby is woodworking. He's been trying to go "old school" by reducing the use of power tools and increasing the use of hand tools. And, because he is a true engineer at heart, he likes playing in his home network lab when he can find the time.

Quotes and Testimonials

As a testament to Jerry's contribution, Juniper systems engineer Terry Yackel says, *"Jerry is one of the smartest SEs I have ever worked with, and very well respected by all his customers."*

About Juniper Networks

Juniper Networks is in the business of network innovation. From devices to data centers, from consumers to cloud providers, Juniper Networks delivers the software, silicon and systems that transform the experience and economics of networking. The company serves customers and partners worldwide. Additional information can be found at www.juniper.net.

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