

Ingenious Champion Profile

Donna Ostrom – Network Consultant, Atrion Communications



Juniper Champion



John Patafio, Sr. Systems Engineer at Juniper, says "Donna is a consummate professional. She brings value to the customer engagement with her extensive knowledge of Juniper products in both pre- and post- sales situations. She is a trusted advisor to the customers she engages with, turning many of them into reference accounts within the territory."

Introducing Donna Ostrom

Donna has been employed by Atrion for nearly seven years. As a network consultant, she focuses on pre- and post-sales support, design reviews, project management, and documentation. Her main focus is working Juniper Networks products and solutions, with emphasis on switching and security.

Career Path

Donna worked for IDT Corporation as a voice engineer and worked her way up through the company taking on more challenging assignments over the next ten years. This is where she acquired knowledge and expertise in Juniper products. In 2007, she joined Atrion, a consulting company to IDT.

Engaging with Juniper

Through the Learning Academy, Donna was able to take classes, obtain certifications, and use this proficiency in her sales and support situations. She is also a member of Partner Technical Advisory Board (PTAB), where she meets two to three times a year to interact with other partner companies, Juniper executives, and product team members.

Proud to be an Ingenious Champion

Donna was introduced to the Champion Program in 2012. She finds it to be both informative and beneficial to her career. According to Donna, no other vendor provides a similar program. Becoming an Ingenious Champion has opened many opportunities for Donna, including meeting and aligning with other women who are in technology and executive roles.

On a Personal Note

In her free time, Donna enjoys spending time with her family and friends at the Jersey shore. One of her all-time favorite things to do is to climb to the top of a lighthouse. She says, "With each step taken, you are one step closer to success. It's a long hard upward battle but once you reach your destination, you will see it was well worth it."

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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