

High-performing Senior Solutions Engineer with 8+ years of experience bridging cloud systems engineering and enterprise sales. Proven track record of exceeding sales targets (averaging 128% quota attainment over 4 years) by delivering complex technical validation, designing custom API/microservices architectures, and leading key proof-of-concept (PoC) wins for Fortune 500 prospects.

EXPERIENCE

- Lead Solutions Engineer

Synapse Cloud Services

Jan 2023 – Present

Boston, MA

 - Partnered with 3 Enterprise Account Executives to manage a pipeline of 15+ high-value accounts, delivering \$12.4M in new ARR.
 - Attained 142% of sales quota in FY24 and 130% of sales quota in FY23.
 - Directed technical scoping and validation for all PoCs, reducing average evaluation time from 45 to 28 days while achieving a 92% technical win rate.
 - Architected custom integration demos using Python, Java, and Meridian API systems, securing 4 strategic enterprise wins.
 - Led deep-dive architecture reviews and security assessments (SOC2, GDPR) for security-conscious financial services clients.
- Enterprise Solutions Engineer

Vertex Automation

Aug 2020 – Dec 2022

New York, NY

 - Supported enterprise accounts across Northeast region, achieving 118% and 124% of sales quota in FY21 and FY22 respectively.
 - Designed and built standard regional demo environments deployed via Terraform and containerized frameworks, cutting demo setup time by 50%.
 - Delivered 120+ custom customer-facing product demonstrations tailored to specific business value drivers.
 - Coordinated with product engineering to resolve critical customer feedback, driving \$2.5M in expansion revenue.
- Software Engineer

Nexa Technologies

Jun 2018 – Jul 2020

Boston, MA

 - Engineered backend microservices in Go and Python, improving throughput by 25% for the core cloud messaging product.
 - Developed external RESTful and GraphQL APIs, improving third-party developer integrations.
 - Collaborated with pre-sales engineers as a technical advocate, building proof-of-concept scripts and developer documentation for prospective customers.

SALES ATTAINMENT

Annual Quota Performance

142%

FY24

\$6.2M ARR Closed vs \$4.3M Target

130%

FY23

\$5.8M ARR Closed vs \$4.5M Target

124%

FY22

\$4.5M ARR Closed vs \$3.6M Target

118%

FY21

\$4.0M ARR Closed vs \$3.4M Target

Key Sales Win Metrics

92%

Win Rate

Technical selection win rate across 18 PoCs

28 Days

Avg PoC

Reduced average PoC lifecycle by 37%

\$1.2M

Avg Deal

Average enterprise deal size closed

SKILLS

- Sales Expertise

 - Technical Discovery
 - PoC Design & Execution
 - Custom Demo Architecture
 - RFP & Security Reviews
 - MEDDPICC Methodology
 - Value-Based Selling
- Technical Skills

 - Python, Go, Node.js, SQL
 - Nimbus Cloud Platforms
 - Docker & Kubernetes
 - Terraform & CI/CD
 - RESTful & GraphQL APIs

EDUCATION

B.S. in Computer Science

Meridian University

2014 – 2018

CERTIFICATIONS

- Nimbus Certified Solutions Architect
- Certified Scrum Master (CSM)