



**Engineer** with experience in hiring, building and leading technical solution engineering teams

**Background in** enterprise SaaS sales, software demos, API integrations, Python and GIS

## KEY ACCOMPLISHMENTS AT PREVIOUS SOFTWARE START UPS

- Hired and built 5-member solution engineering teams
- Created on-boarding curricula to fully train and engage new hires in less than 4 weeks
- Developed repeatable KPI-driven pre-sales proof-of-concept processes resulting in >\$2M net new revenue

## EXPERIENCE

### TOMORROW.IO

**Senior Solutions Engineer & Technical Practice Lead** | Boston MA (Remote) January 2021 - July 2022

- Won 90% of opportunities with self-developed PoC process, including largest new business enterprise customer in 2021
- Liaised with Tomorrow.io product team with customer feedback to significantly shorten feature development lifecycle
- Established partnerships with external stakeholders including NASA, NOAA, Google and US Military to ensure seamless integrations with Tomorrow.io SaaS Platform

### RIFFYN

Worked with prospects to educate them on the business value of an all-in-one, end-to-end process data capture solution  
**Solutions Engineer** | Oakland CA September 2019 - December 2020

- Showcased the technical capabilities of Riffyn Nexus SaaS platform by building engaging product demonstrations that distilled complex scientific concepts into easy-to-understand value propositions
- Trained new solution engineers how to map current customer pain points with custom demos of Riffyn Nexus
- Programmed Python, JMP and SQL scripts to illustrate the capabilities of Riffyn Nexus' RESTful API

### MRW & ASSOCIATES

Worked with clients to assess business practices and present recommendations on technical viability of new energy policies  
**Associate** | Oakland CA October 2015 - August 2019

- Developed statistical and economic models to forecast the financial impact of policies on client business and programmed Python and SQL scripts for internal and client projects
- Researched and analyzed key energy regulatory developments to enhance MRW services and project deliverables
- Drafted reports, project memos and expert witness testimonies for public utility commissions on behalf of clients

### PROJECT DRAWDOWN

Worked as part of a coalition to analyze the economic viability of the top 100 solutions to draw down the concentration of greenhouse gases in the atmosphere and ultimately mitigate the adverse effects of global warming

**Research Fellow** | Sausalito CA (Remote) May 2016 - August 2016

- Utilized forecasting models to determine the cost, total addressable market and energy savings of adoption of renewables
- Drafted technical reports on various forms of renewable energy that were incorporated in 2017 publication *Drawdown*
- Presented research findings and project updates to both technical and non-technical audiences on a monthly basis

## EDUCATION

### M.S. Atmospheric Science

University of Wyoming | WY | 2012

### B.S. Mechanical Engineering

Northwestern University | IL | 2010

## SOFTWARE

- Python
- UNIX/Linux shell
- HTML/CSS/PHP
- SQL
- Microsoft Excel & VisualBasic
- JMP & MATLAB
- WordPress (CMS)
- Adobe Photoshop & InDesign
- GIS
- SolidWorks & AutoCAD