

# Alex JAMMES



## PROFILE SUMMARY

Dynamic and results-driven professional with over 8 years of experience in *technical solutions sales* specializing in Public and Private Cloud. Proven track record of exceeding quotas and building strong relationships, particularly within Federal verticals. Adept at guiding customers through the full sales cycle and dedicated to accelerating sales growth while cultivating enduring partnerships.

## CONTACT DETAILS

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## PERSONAL INFORMATION

Citizenship: **Canadian**  
Clearance: **Secret (2026),  
Top-Secret Eligibility**  
Languages: **English, French**

## SKILLS

- Azure, Amazon Web Services, Google Cloud Platform, Oracle Cloud Infrastructure
- Terraform, AWS CloudFormation, Azure Resource Manager (JSON, BICEP)
- Docker, Kubernetes, AKS, EKS
- Azure Pipelines, AWS Code Pipeline, Azure DevOps, Jenkins
- Git, Devcontainers, CPSM, CWPP, CIEM, CNAPP

## EXPERIENCE

### CONSULTING SYSTEM ENGINEER — CLOUD ARCHITECT AT FORTINET (CANADA). 2022.04–PRESENT

Strategic Sales Support: Acted as a key technical resource for strategic pre-sales engagements across Canada, collaborating with Fortinet Sales teams to design and recommend tailored security solutions, ensuring optimal customer satisfaction.

Customer and Partner Engagements: Led high-impact technical meetings, presentations, and product demonstrations for customers and channel partners, highlighting Fortinet’s strengths.

Solution Architecture and Design: Partnered with SE peers to architect secure IP networks, leveraging all facets of Fortinet’s product line to deliver superior solutions in competitive scenarios.

Technical Consultancy: Served as a subject-matter expert in pre-sales design reviews, providing technical guidance to internal stakeholders to drive positive customer outcomes in competitive scenarios.

Training & Mentorship: Led nationwide training for System Engineers and mentored SE specialists within Virtual Teams to enhance technical skills.

Cross-functional Collaboration: Collaborated with Engineering to identify, qualify, and develop key features that strengthen Fortinet’s market position.

Technical Documentation: Developed comprehensive technical guides to streamline product demonstrations and emphasize Fortinet’s advantages.

### PRESALES SECURITY EXPERT — CLOUD ARCHITECT AT FORTINET (FEDERAL). 2019.06–2022.04

Sales Support: Acted as the primary technical resource on sales calls, educating customers on features, specifications, functionality, and integration of networking solutions.

Strategic Cloud Partnerships: Established key partnerships with cloud service providers, collaboratively selling, deploying, and delivering integrated solutions that expedited the Security Assessment & Authorization (SA&A) process, enabling customers to quickly attain their Authority to Operate (ATO) and achieve operational readiness in the cloud.

Federal Sector Selling: Successfully sold tailored solutions to the Federal vertical, enhancing company presence in the sector.

High-Value Deals: Closed multiple significant deals, driving substantial revenue growth.

Presentations: Delivered persuasive presentations to C-suite executives and team members, securing buy-in across all levels of the organization.

### DIAMOND SERVICES ENGINEER & TAC AT CHECK POINT (NORTH-AMERICA). 2017.01–2019.06

Customer Engagement: Played a key role in the design, deployment, and maintenance of cloud security solutions for Fortune 100 companies. Additionally, led training on public and private cloud solutions for both internal stakeholders and customers across Canada, the United States, and internationally.

## EDUCATION

NETWORK SECURITY PROFESSIONAL PROGRAM. *from Willis College.* **2015–2016**

## FUN FACTS

*This resume was created and delivered as Code.*