Alex **Jammes**

Profile Summary

Dynamic and results-driven individual with over 8+ years of experience in support of *technical solutions sales* in the Public and Private Cloud space with a proven record of quota achievement. Specializing in Federal verticals with a knack for fostering strong relationships throughout the full sales cycle. Seeking to leverage expertise and skill set to drive sales and build lasting relationships.

Contact details

@ ajammes.ftnt@gmail.com
 github.com/AJLab-GH
 +1 613 889 6564

Personal information

Citizenship: **Canadian**
Clearance: **Secret (2026), Top-Secret Elligibility**
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
- GitHub, Devcontainers, SAST, DAST, SBOM, SCA

Experience

Consulting System Engineer — Cloud Architect at *Fortinet (Canada)*. 2022.04–Present

Strategic Sales Support — Served as a pivotal technical resource for strategic pre-sales engagements across Canada, closely working with Fortinet Sales representatives to design and recommend security solutions that best meet specific customer needs, ensuring quality and satisfaction.

Customer and Partner Engagements — Conducted high-impact technical meetings, presentations, and product demonstrations for both customers and channel partners, showcasing Fortinet's product strengths and capabilities.

Solution Architecture and Design — Collaborated with SE peers in leading the design and architecture of secure IP networks, leveraging all facets of Fortinet's product line, ensuring the delivery of superior solutions even in competitive scenarios.

Technical Consultancy — Acted as the subject-matter expert in pre-sales design reviews, providing technical guidance, leadership, and consultation to Field Systems Engineers to shape positive customer outcomes.

Training & Mentorship — Spearheaded training sessions for System Engineers nationwide and provided mentorship to SE specialists within Virtual Teams, enhancing their technical capabilities.

Cross-functional Collaboration — Worked in tandem with the Engineering team to identify, qualify, and contribute to the development of critical features that reinforce Fortinet's market position.

Technical Documentation — Crafted comprehensive technical documents and guides to improve and expedite product demonstrations, highlighting Fortinet's product advantages.

Presales Security Expert — Cloud Architect at *Fortinet (Federal)*. 2019.06–2022.04

Sales calls — main technical resource on sales calls and answer/ educate the customer on issues ranging from features, specifications and functionality to integration. Conversant with networking applications and solutions.

Selling — Successfully sold solutions tailored to the Federal vertical, reinforcing company presence in the Federal sector.

Significant deal size — Closed multiple high-value deals, resulting in significant revenue growth for the company. Presentations — Delivered compelling presentations to both C-suite executives and individual team members, ensuring buy-in at all organizational levels.

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.