



PROFILE SUMMARY

Dynamic and results-driven Cloud Architect with 8+ years of experience in *technical solutions sales*, specializing in Public Cloud. Proven success in exceeding targets and fostering strong relationships, particularly within Federal and Enterprise sectors. Skilled in guiding customers through the full sales cycle, enabling strategic cloud adoption, and driving significant growth while building enduring partnerships.

CONTACT DETAILS

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

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
- CPSM, CWPP, CIEM, CNAPP

EXPERIENCE

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

Strategic Sales & Technical Support: Acted as a key technical resource for strategic pre-sales engagements across Canada. Designed tailored security solutions, driving customer success and satisfaction.

Customer & Partner Engagement: Led high-impact technical meetings, presentations, and product demonstrations, highlighting Fortinet’s strengths and value. Spearheaded webinars, conference talks, and events, including co-presentations with Microsoft at Azure Public Sector events and collaboration with AWS around their LZA solution. Engaged with partners and customers through various platforms to drive cloud adoption and showcase technical leadership.

Cloud Architecture & Security: Architected secure cloud networks in competitive scenarios, leveraging Fortinet’s product line. Led integrations with AWS Secure Environment Accelerator, AWS Landing Zone Accelerator, Microsoft Azure’s Cloud Adoption Framework: Enterprise Scale Architecture (including CanPubSecALZ), and GCP and OCI’s Public Sector Landing Zones.

Technical Consultancy & Cross-Functional Collaboration: Served as a subject-matter expert in pre-sales design reviews and collaborated with product management to identify, qualify, and develop key features. Enabled Business Development Engineers and Field Engineering to align with industry trends by providing them with the necessary tooling, insights, and guidance, ensuring strategic alignment and effective customer engagements.

Executive Engagement: Engaged with executives and key decision-makers, participating in EBCs to articulate high-impact cloud strategies and solutions. Leveraged business drivers and industry insights to present complex cloud concepts in a clear and actionable manner, facilitating strategic alignment and driving cloud adoption at the executive level.

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

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.

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.