**Martin J. Deen**

mjdeen@gmail.com **I** +1.404.353.4670 **I** linkedin.com/in/martindeen **I** Atlanta, GA

**Senior Solutions Engineer | Technical Business Development**

Results-driven sales engineer with a track record of driving revenue growth, closing major deals, and shaping technical strategy. Proven ability to engage enterprise clients, communicate complex solutions, and serve as a trusted technical advisor. Expertise in internet, telecom, media streaming, security, and cloud technologies.

**Core Competencies:** Solution Architecture | Sales Engineering | Video Streaming | Mobile Networks | Messaging Tech | Network Security | Cloud & Edge Computing | Technical Sales & Leadership

**Key Achievements**

* **Drove revenue growth** by establishing and scaling sales engineering functions, contributing to $2M+ quarterly revenue growth at early-stage companies.
* **Closed major deals** including largest-ever contracts at Cloudmark and Phenix RTS, securing business with Tier-1 MNOs, ISPs, and global enterprises.
* **Led high-impact technical sales** at Dolby, HUMAN Security, and Akamai, converting top-tier prospects into loyal customers and exceeding sales quotas.
* **Industry influence**: Co-founded the Messaging Anti-Abuse Working Group (MAAWG), developed GSMA’s “Abusive SMS Feedback Convention” standard, and influenced global messaging security practices.

**Professional Experience**

**Dolby Laboratories** | Staff Solutions Engineer | 2023 – 2024

* Spearheaded technical sales for real-time streaming and video ad solutions, securing new and expansion deals.
* Developed and nurtured dozens of leads, leveraging deep industry knowledge to drive adoption.
* Contributed feature specifications that were implemented into product roadmap.

**HUMAN Security** | Senior Solutions Engineer | 2021 – 2023

* Led go-to-market efforts for bot mitigation and mobile security products, securing AWS Partner Accreditation.
* Achieved top SE ranking in proof-of-concept (PoC) conversions to closed-won deals.

**Phenix RTS** | Principal Solutions Engineer | 2019 – 2021

* Built and led the Sales Engineering function, developing technical sales strategies and demo frameworks.
* Closed a landmark deal with a major US MNO, supporting full-scale deployment.
* Drove hundreds of percent growth in customer acquisition.

**Akamai Technologies** | Senior Solutions Engineer | 2015 – 2019

* Closed high-value deals with Cox, Charter, and Claro, delivering DNS security and IPTV solutions.
* Developed and executed a 5G DNS strategy for MNOs, influencing product direction.
* Consistently exceeded sales targets, winning first major logo for a new DNS product.

**Cloudmark** | Principal Solutions Architect | 2009 – 2015

* Closed the company’s largest-ever MNO deal for SMS spam blocking and largest internet services deal with a major social media company.
* Established mobile anti-spam solutions adopted by all four major US carriers.
* Recognized as top Sales Engineer for exceeding sales goals every year.

**Cox Communications** | Manager, High-Speed Internet Messaging Team | 2001 – 2005

* Founded and led the HSI Messaging team, managing a team of 17 engineers to deploy and maintain a large-scale consumer and business email platform.
* Delivered an industry-leading email service with the highest availability and responsiveness, as recognized in media evaluations.
* Collaborated with industry peers and vendors to combat emerging spam threats, contributing to the foundation of MAAWG.

**Technical Expertise**

Cloud & Network Security | Video Streaming (WebRTC, HLS, DASH, HESP) | Mobile Networks (5G, LTE, IMS) | Messaging (SMS, MMS, RCS, SIP) | DNS & Identity Management | Cloud Platforms (AWS, GCP, OCI, Azure) | Python | JavaScript | Kubernetes

**Certifications**

AWS Certified Solutions Architect – Associate | AWS Certified AI Practitioner | CNCF Kubernetes & Cloud Native Associate | AWS Partner Sales & Technical Accreditation

**Education:** Physics, Georgia Institute of Technology