

Austin Wong

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New York, NY

[Linkedin](#)

Languages/Frameworks/Misc.

JavaScript, Python, HTML, CSS, JQuery, OAuth, SSO, SQL, NoSQL, SQLite3, PostgreSQL, Git, WebSockets, cURL, JSON, XML, Workato, Zapier, Docker, Kubernetes (k8s), Fivetran

Experience

Senior Solutions Architect (Pre-Sales, Post-Sales) | October 2023 - Present

Employ

- Programmed and Implemented bespoke enterprise solutions for popular ERP, CRM, and HRM software such as Workday, Ceridian Dayforce, SAP SuccessFactors, and Salesforce totaling over \$1,500,000 ARR.
- Designed and standardized templated, tiered versions of commonly sold integration packages.
- Managed and organized 75+ customer accounts, including go-live timelines from project scoping and SOW writing to production go live and hypercare.
- Lead and delivered customer discovery calls, including the explanation of technical design documentation, RFPs, REST API concepts and design philosophy.

Senior Sales Engineer (Go-to-market) | December 2020 - October 2023

Lever

- Programmed and Implemented an internal platform tool which procedurally generated and moved 2000+ realistic candidates data along the Lever pipeline to demonstrate reporting trends and capabilities for the entire sales organization. Created using Lever's API, Postman and Workato's API platform service. Implementation led to an approximate dollar increase of 30% in internal BI tool sales.
- Answered and served as technical support for over 100 RFI/RFPs for both pre-sales and post-sales customers regarding Lever's technical offerings, including API, security compliance certifications, and underlying database architecture.
- Structured and designed deployment process and user management for many of Lever's employed 3rd party services, including Lever Texting, Lever Careersites and Lever Sandbox.

Senior Solutions Engineer | May 2018 - April 2020

WalkMe

- Designed and sold 100+ unique software implementations and API/SDK integrations for companies like Walmart, J.P. Morgan and RiotGames for use cases including user onboarding, client retention and site-wide UI/UX improvements.
- Lead dozens of technical demonstrations, kickoff calls, and product roadmap demonstrations for prospective and existing relationships.
- Managed \$350,000+ ARR for Enterprise-sized accounts, regularly cross-sold and pitched SaaS services to C-Level executives.
- Consulted 100+ front-end and back-end teams on feature implementation/adoption, UX best practice and site-traffic analysis, resulting in a feature adoption increase of 350%+ on average.

Education & Accolades

App Academy | Summer 2020 | New York, NY

Immersive 16-week software development course with focus on full stack web development.

New York University | Spring 2016 | New York City, NY | College of Arts and Sciences, BA of Economics

Lever's Rookie of the Year | Winter 2021 | Received for "Outstanding contributions within the Lever organization within two years of start date."