

# Jerome Mills

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Hillsboro, OR 97123

With over 15 years of experience in direct B2B sales, I possess the expertise, and through my continued education in the cloud space, I demonstrate a passion for technology and ongoing growth.

## Profiles

- <https://linkedin.com/in/jeromepm>
- <https://credly.com/users/jerome.pm>

## Skills

- Networking
- Linux/Unix
- Python
- Solution selling
- Revenue generation
- Product demonstration
- Sales presentations
- Customer relationship building

## Certifications

### 02/01/24 Google Cloud

Google Cloud Cybersecurity Certificate

### 02/01/24 Docker Inc

Docker Foundations Professional Certificate

### 01/01/24, Stanford - Coursera

- Unsupervised Learning, Recommenders, Reinforcement Learning
- Advanced Learning Algorithms
- Supervised Machine Learning: Regression and Classification

## Work History

### Senior Sales Engineer

*Techniche Group StatSeeker, San Diego, CA | Sept 2019 - Sept 2024*

- Deliver technical demonstrations
- Created a new professional services product that increased the footprint in several F10 accounts
- Generate a 20% increase in ARR for targeted accounts through a managed program for a new product release
- Lead product webinars that lead to professional service engagements and expansions in contracts
- Integrations with 3rd-party platforms
- Investigate new technologies to keep product management abreast of changes in the landscape
- Provide tier 2 support for NA, LATM, and EMEA customers

### Sales Engineer

*ThreatSTOP, Carlsbad, CA | 2018 - September 2019*

- Build and deliver technical presentations to prospective customers
- Integrate new firewall and security products
- Designed and deployed custom KPI visualizations to reduce TTL for new IPs and domains from hours to minutes

### Technical Support Engineer

*ThreatSTOP, Carlsbad, CA | September 2014 - 2018*

- 99.8% Customer Satisfaction Rating
- Design and develop custom integrations with 3rd party applications to reduce time to close cases by 25%
- Install and configure firewalls and servers
- Assist in basic system administration
- Ubuntu Shop

### BDR and Inside Sales Highlights

*Various, Bay Area and San Diego, CA | 2011 - September 2014*

- **Cloud.com** (acquired by Citrix)
- **StackIQ** (acquired by Teradata)