

Elizabeth M. Shaw, AWSCP, PMP

720-323-6203 • elizabeth.rider.shaw@gmail.com • Denver, Colorado
<https://www.linkedin.com/in/elizabeth-shaw-aws-cp-pmp-05720314/>

Professional Experience

Trintech

Senior Solutions Consultant

Denver, CO

10/2024 – Present

Trintech provides accounting software solutions to automate the financial close and reconciliation process to improve efficiency, reduce costs, and increase profitability.

- Active advisory role in sales cycles to provide sales teams with solution knowledge and deliver product demonstrations based on requirements gathered in discovery. Completed RFPs, RFIs, ROIs for client presentations and artifacts.
- Created, maintained and improved demo environments to reflect applicable use cases in support of client opportunities. Including mock integrations and workflows with ERPs and other accounting systems.

Appian

Senior Sales Engineer

Denver, CO

07/2021 – 07/2024

Appian provides an enterprise-grade, low-code automation platform to accelerate development of high-impact business applications.

- Worked on a highly collaborative Sales Engineering team designing, building and delivering compelling product demonstrations resulting in over \$12 million new ACV over a 30-month period and improved client acquisition rates.
- Product demonstrations conducted to potential customers at both business user and C-suite levels, including stock demos, POCs and custom-built demo applications incorporating working AI components, leading to a 70% conversion rate for technical wins.
- Collaborated with a potential client to gather requirements and BPMN diagrams to translate into automated workflows for a compelling custom demo application resulting in \$175,000 new ACV and \$300,000 in tangential opportunities.
- Provided technical support throughout the sales cycle addressing technical questions and/or objections and contributing to RFPs and RFIs.
- Developed an Advent of Code game in Appian to build community, improve technical skills, and share knowledge resulting in 80% participation rate from internal teams YoY.
- Awarded Solution Consultant MVP for Q2 2023 for outstanding performance and contributions to the team.

Quorum Software (formerly: Aucerna, 3esi-Enersight, Energy Navigator)

Solutions Architect and Business Development - Aucerna Execute

Senior Solutions Consultant

Denver, CO

09/2018 – 01/2020

03/2015 – 01/2020, 08/2020 – 07/2021

Quorum Software is a leading provider of integrated software solutions for the oil and gas industry, streamlining operations and improving decision-making across the energy value chain.

- Trained, led and mentored a team of 3-5 consultants all of which were promoted into senior roles.
- As sole contributor successfully demonstrated Execute software and delivered implementation services on projects contributing to revenue generation of more than \$3.5 million over a 5-year period. Solely delivered a critical project consisting of 25% of the Execute ACV revenue of one year.
- Responsible for full technical sales cycle including discovery, requirements gathering, and tailored demonstrations for mixed audiences of business users, technical teams and C-Suite, responding to RFPs/RFIs, thought leadership, and conferences.
- In collaboration with account managers, developed and presented business case documents for current and potential clients promoting ROI and operational impact. Collaborated on the creation of SOWs and project plans contributing to the sales cycle. Engaged teams collecting business and user requirements contributing to executable and comprehensive project plans.
- Oversaw strategy and plans for Execute growth by collaborating with marketing to outline and budget plans for user groups. Led focus groups and training seminars. Sole liaison between development team and internal and external customers. Conducted all internal training on new features.

VFP Managing Consultants are seasoned experts in business best practices, quote to cash processes, and professional systems automation landscapes. Together they work to help customers align their people, processes and product decisions and maximize their Salesforce platform investment.

- Led all aspects of gathering business and user requirements, solution presentations, and Salesforce customizations using Apex code. Managed 2-4 outsourced development teams by tasking specific project requirements to ensure successful implementation.
- Initiated SOP for external-facing design documentation, in addition to documentation for outsourced development teams.
- Spearheaded outsourced development teams producing unique integrations of third-party applications with Salesforce.
- Gathered requirements, presented solutions, and implemented plans to meet client needs. Managed development life cycle.

Other Relevant Experience

P2 Energy Solutions, Business Analyst, Project Management	04/2014 – 03/2015
Restaurant Solutions, Inc., SaaS Implementation and Training Specialist	01/2012 – 01/2014
Western Beverage Distributing, Sales Consultant	11/2006 – 03/2008

Technical Proficiencies

Programming Languages: Object Oriented languages, C#, React, Typescript, XML, Appian SAIL, ML and AI-driven data technologies, Salesforce (Apex and Visual Force), Executing Code Review

Platforms, Database and Tools: PaaS, SaaS, RDBMs, SQL, ETL, Database design & visualization tools, Database metrics, monitoring and alerting

Cloud, Infrastructure and Integration: AWS Cloud, Container Frameworks, Web APIs (SOAP and REST), Webhook technologies, Integration Architectures

Project Lifecycle Management: Certified Project Manager, Agile Methodology, Multi-team communications

Education, Certifications, and Volunteerism

Bachelor of Arts, Technical Journalism, Public Relations concentration, December 2003
Colorado State University, Fort Collins, CO

Certifications

Colorado Master Gardener Certification, March 2024, Colorado State University
AWSCP, Certified AWS Cloud Practitioner, October 2022, AWS Certification and Training
Appian Certified Associate Developer, September 2022, Appian Corporation
PMP, Certified Project Management Professional, June 2016, Project Management Academy

Volunteer

City of Englewood Sustainability Commission, Regular Member, Jan 2024 – Present
City of Englewood Native Plants Landscaping Committee, Regular Member, June 2025 - Present
Girls on the Run, Running Buddy, 2017 - 2019
COPAS, Technology Committee Co-Chair, 2016 - 2017