

# Anton Pellerin-Petrov

[antonpp11.github.io](https://antonpp11.github.io) • Ottawa, ON • [antonpellerinpetrov@gmail.com](mailto:antonpellerinpetrov@gmail.com)

## EXPERIENCE

### Solutions Engineer

2024 - Now

Kongsberg Geospatial | Ottawa, ON

- Build and maintain technical relationships with clients, ensuring satisfaction through pre- and post-sales processes for commercial, government and defense sectors
- Resolve customer technical issues in line with company mission and financial goals
- Maintain expertise in UAS software products, configuring and deploying them to meet mission-critical needs
- Collaborate with customers to understand their technologies, conveying requirements to engineering teams
- Design cost-effective technical solutions, explaining product positioning to both business, technical and military stakeholders
- Respond to functional and technical aspects of RFIs and RFPs for government-related projects
- Conduct technical presentations and solution development at customer sites
- Participate in trade shows and conduct technical/product training as needed

### Solutions Developer

2023 - 2024

MaintainX | Montréal, QC

- Lead sales engagements and complete API integrations for diverse customers by collaborating with cross-functional teams to prioritize and address customer needs
- Translate complex business requirements into technical solutions using Open REST API, [Tray.io](https://tray.io) and JavaScript
- Be the go-to product expert who can accurately respond to technical questions from the sales teams

### Technical Account Manager

2023

Melcarm | Ottawa, ON

- Build and maintain strong customer relationships by having constant conversations, keeping track using CRM tools
- Prepare and propose digital solutions by serving as a liaison between the engineering team and the customers
- Reach quarterly sales quota by acquiring new clients as well as extending current contracts

### Data Analyst

2022

BMO | Toronto, ON

- Support processes within the bank's operations team and qualify results to stakeholders
- Perform ETL processes using Power Automate and Power Apps to feed financial data to the required clients
- Document and demonstrate operation procedures for internal clients

### Data Science Consultant & Embedded Software Engineer

2020 - 2022

Ciena | Ottawa, ON

- Constantly interact and communicate between the technical team and the stakeholders
- Develop machine learning algorithms in Python to predict supply and demand
- Generate data pipelines for the supply chain and present the numbers to higher management
- Create reports and dashboards for stakeholders
- Create scripts using Python for reporting automation and generation of useful information for stakeholders
- Conduct information sessions about different useful tools like Git and GitHub that can be used in data analysis
- Automate testing in Python. Successfully design and deploy valuable tests to ensure product quality
- Program on embedded systems using C. Build start-up applications, needing precision and detail
- Work closely with the hardware team for better client satisfaction
- Coordinate with a huge design team and collaborate using Agile methodology

### Teaching Assistant

2020 - 2023

University of Ottawa | Ottawa, ON

- Conduct labs and office hours and assist/mentor students in groups and on an individual basis for the following classes: GNG1506 (Fundamentals of Engineering Computation), ITI1500 (Digital Systems I), SEG2505 (Introduction to Software Engineering), CEG2536 (Computer Architecture I)

### Technical Specialist

2019

Desjardins General Insurance Group | Ottawa, ON

- Consult via phone to understand client problems, run through testing scripts, and ask probing questions to locate root causes
- Multitask across systems and applications, and resolve broad range of technical issues

## EDUCATION

University of Ottawa | Bachelor of Applied Science in Computer Engineering

- GPA: 8.1/10
- Dean's Honour List

## LANGUAGES

English (10/10)	French (10/10)	Bulgarian (10/10)	Spanish (8/10)
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