

# Brian Davidson

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## Accomplished Solutions Engineer

- Results-driven and motivated Solutions Engineer with experience engaging with clients, serving as a resource for the development of technical solutions for world-class organizations and agencies of all sizes.
  - Serves as a key resource, influencing the selection of solutions to meet customer needs; with Okta, leads pre-sales with government agencies across the DoD, building proofs of concept using Okta's Platform and APIs, and helping agencies the necessity of an Identity and Access Management solution.
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## Professional Experience

### **SOLUTIONS ENGINEER - FEDERAL, DoD – OKTA, WASHINGTON DC** (2020 to Present)

Supports revenue growth for the leader in the Identity and Access Management space, directing the pre-sales technical relationship with DoD clients from all agencies. Works with customers to identify specific, complex business requirements, serving as the foundation for the development of proofs of concept and architecture discussions using the Okta Platform and APIs.

- *Lead DoD SE supporting reps in the DoD and the Fourth Estate territories. On track to help bring in \$6M in revenue in the next 12 months.*
- *Distills and communicates client feedback and requests to the product and engineering teams to influence the development of new products and features specific to the intelligence community.*
- *Crafts technical content and architectures to show customers implementation details for specific to their use case*

### **SOLUTIONS ENGINEER - GOVERNMENT – MAPBOX, WASHINGTON DC** (2018 to 2020)

Fulfills a critical role supporting revenue growth for this provider of a location data platform for mobile and web applications, directing the pre-sales technical relationship with government and enterprise clients of all sizes. Works with customers to identify specific business requirements, serving as the foundation for the development of proofs of concept using APIs, d3.js, and JavaScript, as well as back-end technologies that include Node.js, Express.js, AWS, and Postgres.

- *Outstanding results, contributing to the capture of over \$1M in revenue in nine months with an average deal size of \$63K.*
- *Communicates client feedback and requests to the product and engineering teams to influence the development of new products and features.*
- *Led the publication of an open-source Drag & Drop dashboard solution, Rapid Deploy, that enables the development of a situational awareness application requiring little to no coding.*

### **UX ENGINEER – ESRI, ARLINGTON, VA** (2017 to 2018)

Led the development of UX elements for this producer of geographic information system (GIS) technology, including multiple workflows and architecture diagrams that influenced final product designs. Partnered with users to gather feedback on design proposals and influence the product development roadmap.

- *Developed design prototypes with a focus on ensuring the consistency of the charting experience across the platform.*
- *Contributed to the development of Ember.js components that added a map and search functionality to the company's flagship GIS product.*

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**UI/UX DEVELOPER** – DIGITALGLOBE (MAXAR TECHNOLOGIES), HERNDON, VA (2014 to 2017)

Supported a significant government contract at this industry leader in satellite imagery and geospatial intelligence, directing UI whiteboarding and technical development. Contributed additional expertise developing a Node.js application that accelerated the creation of browser certificates for users and assisted management in the delegation of tickets.

**CARTOGRAPHER** – UNIVERSITY OF WISCONSIN, MADISON, WI (2012 to 2014)

Served as a project lead on a statewide government contract, directing end-to-end project management in all phases, from design to delivery. Expedited the creation of a black and gray map to meet an aggressive deadline. Launched Twitter and GitHub accounts for the Cartography Lab to standardize code storage and bolster the visibility of lab activities through social media engagement.

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## Education

### **Master of Science Degree in Cartography**

University of Wisconsin – Madison

*Olmstead Departmental Award for Outstanding Teaching Assistant*

### **Bachelor of Arts Degree in Geography**

University of South Carolina

*Donald O. Bushman Award for Outstanding Cartography*

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## Technical Proficiencies

### **Geospatial Technologies**

*Esri ArcGIS Online, Portal for ArcGIS, Mapbox, Leaflet.js, Cartographic, and GIS principles, Spatial Analysis*

### **UX Design**

*Adobe creative suite, Draw.io, Balsamiq, Sketch*

### **Web Development**

*Node, Express, React.js, Ember.js, D3.js, HTML5, CSS 3, MongoDB, RESTful APIs*