

## **Gunnar Franek**

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### Education

#### **University of Arizona**

BASc, Cyber Operations, Engineering  
Minor, Entrepreneurial Studies  
Minor, Computer Science

Tucson, AZ  
May 2025

### **Licenses & Certifications**

AWS, Solutions Architect - Professional (SAP-C02)  
Offsec, Offensive Security Certified Professional (OSCP)  
Offsec, Offensive Security Wireless Professional (OSWP)  
CrowdStrike, Certified CrowdStrike Falcon Administrator (CCFA)  
CrowdStrike, Certified CrowdStrike Falcon Responder (CCFR)  
CompTIA Security+ (SYO-601)  
Yale, Financial Markets

### Experience

#### **CrowdStrike**

Sales Engineer Intern

Austin, TX (Remote)  
Feb '25 - Current  
May '24 - July '24

- Fluently articulating the value of CrowdStrike's solutions in endpoint security, identity protection, cloud security, vulnerability management, intelligence and professional services to a range of audiences.
- Developing tailored PoCs to demonstrate the effectiveness of CrowdStrike's security solutions to potential clients.
- Conducting extensive market research to identify emerging trends, competitive landscape, and potential opportunities within the cybersecurity industry, providing strategic insights to the sales and product teams.
- Working closely with cross-functional teams, including sales, marketing, product development, and customer success, to align on strategies, share insights, and ensure a cohesive approach to client engagement.

#### **Expedia Group**

Strategic Partners Intern

Austin, TX  
May '23 - July '23

- Auditing and modeling of partner operational costs using millions of lines of raw data. This mission has led to the implementation of a structured framework that uncovers partner behavior and operations prior to deliberate notice, as well as a framework to uncover heightened operational costs for the purpose of creating leverage and TCV adjustments.
- Automating the data collection, cleaning, processing, and modeling of operational costs from Tableau, Sure and internal SQL databases. Create easily digestible information through data visualization. Data includes all casework and costs for operations dealing with lodging enterprise accounts.
- Creating and implementing a framework for the best practice use of Seismic and Salesforce within Strategic Travel Partners that leverage the full extent of the Expedia Group's resources.

## **Curriculum Associates**

Tucson, AZ

Business Development Representative

May '22 - Feb '23

- Utilizing cold calling techniques to engage with potential clients, effectively communicating the value proposition and generating interest in the company's educational curriculum.
- Proactively sourcing and identifying potential leads through various channels, including social media, industry events, and databases, contributing to a robust sales pipeline.
- Automating Salesforce email marketing campaigns.

## **Chipotle Mexican Grill**

Tucson, AZ

Assistant Trainer

Feb '21 - May '22

- Onboarding and training new employees, as well as tearing up the grill.

## Personal Projects

### **Gunnar.ai**

Launching personal website using React.js, Node.js, AWS EC2, Nginx.

### **NetSpray**

Multi-threaded credential sprayer that checks authentication of Active Directory services.

### **Flare**

A filesystem analysis tool designed to help you identify anomalies on Linux systems

### **Amorous**

Regex-powered PowerShell script that hunts for sensitive files and credentials on Windows systems.

### **Speaker Diarization**

Automating the speaker diarization (parsing speakers) processing of YouTube videos utilizing TensorFlow.

### **Web-Scraper (Private due to lawsuit)**

Creating web-scraper that finds the "\*.ai" version TLD of the top 20,000 market cap companies, utilizing GoDaddy API to check availability.

### **File Integrity Monitoring Plugin**

Building Google Docs Plugin that automatically identifies and tags documents according to the sensitivity of information therein.

### **Finetuning LLMs**

Finetuning semantic search implementations of GPT-4 and Hugging Face models utilizing OpenAI's embeddings, LangChain, and Pinecone. Techniques include nearest neighbor search, semantic textual similarity.

### **Virtualization**

Running personal Ubuntu server via home PC, utilizing Kubernetes and Docker for packaging and virtualization of LLM models.

## Skills & Interests

Technical:

Excel, Java, C, Python, Assembly (x86), Bash, PowerShell, SQL, JavaScript, Git, Docker, Kubernetes

Interests:

Ultramarathons, Anthropology & Psychology, Game Theory, Artificial Intelligence, Ethical Hacking, Cloud Computing, Virtualization