

# Jacob George

## Solution Engineer | Cloud & AI Software

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### PROFESSIONAL SUMMARY

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Results-driven **Solution Engineer** with experience at **Dell Technologies**, specializing in bridging the gap between intricate technical requirements and enterprise business goals. Proven track record in designing custom system architectures and delivering hands-on Proof of Concepts (PoCs). Passionate about **Developer Experience (DevEx)** and **AI-driven development**, combining **proven technical sales expertise** with **project-based experience** in distributed systems and Python to advocate for the next generation of software engineering tools (VS Code, GitHub Copilot).

### PROFESSIONAL EXPERIENCE

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#### **Systems Engineer, Dell Technologies**

2023 – Present

*Leveraging Dell's OEM portfolio to design custom hardware/software platforms for enterprise customers.*

- **Trusted Technical Advisor:** Lead architecture and design discussions with customer engineering teams, translating high-level business goals into validated technical solutions.
- **Solution Design & PoCs:** Deliver hands-on Proof of Concepts to validate performance and scalability, directly reducing technical risk and accelerating the sales cycle for multi-million dollar deals.
- **Cross-Functional Leadership:** Coordinate between customer stakeholders, sales teams, and product engineering to align roadmaps and resolve complex technical blockers.
- **Innovation:** Continuously research emerging infrastructure trends to guide customers on modernization strategies (Edge, AI-Ready Infrastructure).

#### **Sales Engineering Intern, Dell Technologies**

2021 – 2022

- Collaborated with global sales engineering teams to support Edge computing opportunities.
- Developed technical presentations translating complex edge architectures into clear value propositions for non-technical stakeholders.

### TECHNICAL SKILLS

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#### **Solution Engineering**

Technical Discovery; Architecture; Design Proof of Concepts (PoC); Stakeholder Management

#### **Developer Ecosystem**

VS Code (IDE & Extensions); GitHub Copilot (AI-Assisted Dev); GitHub Actions; Git

#### **Cloud Native Development**

Python; Docker (Containerization); Flask; REST; APIs

#### **Infrastructure & Systems**

Linux; Distributed Systems Design; Performance Tuning; Reliability Engineering

### SOFTWARE PROJECTS

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#### **Scalable Event-Driven Processing Architecture, Python, Docker, Redis**

Modeled a production-grade distributed system relevant to AI/ML pipelines.

- **Architecture:** Designed a containerized, horizontally scalable worker-queue system mimicking cloud-native patterns used in large-scale data processing.
- **Resilience:** Implemented asynchronous task handling with retry logic and dead-letter queues to ensure data integrity and fault tolerance.
- **DevOps:** Integrated structured logging and CI/CD workflows via GitHub Actions to enforce code quality.

#### **Hardware-as-a-Service (HaaS) Platform, React, Python Flask**

- Built a responsive frontend and RESTful backend to simulate provisioning workflows for physical infrastructure.
- Designed secure authentication flows and integrated third-party verification services, validating application behavior with simulated user data.

### EDUCATION

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#### **Bachelor of Science in Electrical & Computer Engineering, The University of Texas at Austin**

GPA: 3.6