Jason Trinidad, CISSP
AppSec Sales Engineer and Developer

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Executive Summary:

Accomplished Senior Sales Engineer with a track record of success at Checkmarx, specializing in strategic enterprise engagements, product demonstrations, Proof of Value assessments, and managing RFIs. Proficient in closing impactful deals ranging from $100,000 to $350,000 ACV and collaborating closely with Product Management to enhance solutions for tailored client needs. Possesses a strong technical background in application security and DevOps with a history of working with prestigious organizations like Micro Focus, utilizing tools such as Micro Focus Fortify and WebInspect. Additionally, brings substantial experience as a Software Engineer with a focus on Java development, code security, and system integration.

Work Experience:

08/21 - 09/23 **Checkmarx - Remote**
Senior Sales Engineer
- Specialized in engaging with strategic and enterprise accounts, delivering product demos, executing POV assessments, and managing RFIs.
- Successfully closed deals with a considerable impact, ranging from $100,000 to $350,000 ACV, for on-premises, AWS hosted, and SaaS AppSec platforms.
- Played a vital role in collaborating with the Product Management team to enhance and tailor solutions to meet client needs, showcasing my ability to bridge technical expertise with customer-focused innovation across a variety of deployment options.
- Attained 100% sales quota in 2021, 95% in 2022, and was on target to reach 100% in 2023.

01/21 - 08/21 **Micro Focus - Remote**
Pre-Sales Engineer
- Identified pain points and technical requirements and proposed the most appropriate solution for prospects.
- Provided technical demonstration and conducted POVs for Micro Focus Fortify products.
- Provide technical support for installation, configuration, maintenance, and troubleshooting.

09/18 - 01/21 **Micro Focus - Chantilly, VA**
Fortify Professional Services Engineer
- Provided extensive support to both developers and management by assisting with various aspects of Micro Focus Fortify, including licensing, installation, troubleshooting, and training across Windows and Linux environments.
- Seamlessly integrated Fortify SCA and WebInspect with a range of development and CI/CD tools, including Jenkins, Microsoft Azure, Maven, Eclipse, IntelliJ, and Visual Studio, utilizing plugins and REST APIs.
- Worked in tandem with the Pre-sales team to develop SOWs, pre-requisite documentation, and addressed customer inquiries.

01/16 - 12/17 **Integrity Applications Incorporated - Chantilly, VA**
Senior Software Engineer
- Enhanced the functionality of the Advanced Cost Modeling Environment (ACME) application, incorporating multi-threading, new features, and bug fixes.
- Implemented Matlab code counting support within the Universal Code Counter (UCC-G) tool and bolstered code security through Micro Focus Fortify audits.
- Served as the Software Lead in an IRAD initiative, overseeing the creation of a website and database for the storage and management of software metrics, and spearheaded the migration of applications to AWS.
- Was responsible for managing the team's SharePoint, Jira, and Confluence sites.

| 05/14 - 10/15 | **MotionDSP - Herndon, VA** |
| | **Software Engineer** |

- Developed software plugins in C# .NET and Python, for integrating the Ikena Video Enhancement Software with AIMES, Jagwire, GD MAAS, and Videx video archival systems by leveraging their SOAP and REST APIs.
- Developed client software in C# .NET for server-based user authentication, and develop server methods.
- Improved code security using Micro Focus Fortify audits.

| 01/13 - 05/14 | **Leidos - Arlington, VA** |
| | **Robotics Software Engineer** |

- Worked with the ACTUV program developing autonomy components in C++ using Agile development practices.
- Designed and developed a software suite for testing the project's software classes using Google Test and C++.
- Translated MATLAB algorithms into Python scripts.
- Improved code security using Micro Focus Fortify audits.
- Maintained images of a custom version of CentOS, wrote documentation for testing builds, and developed Linux shell scripts for easily launching test applications.

| 10/10 - 03/12 | **NASA Goddard Space Flight Center - Greenbelt, MD** |
| | **Software Engineer** |

- Supported the SIDECAR ASIC Test Bed by developing a remote user interface in C++ using TCP/IP sockets.
- Supported the Goddard Dynamic Simulator by developing satellite subsystem simulations and unit tests in Ada '05.
- Also Served as a mentor for summer interns participating in the Robotics Boot Camp program.

Education:

| 01/2011 - 05/2014 | **MS in Computer Science** |
| | George Mason University |

| 08/2005 - 05/2010 | **BS in Computer Engineering** |
| | Universidad Interamericana de Puerto Rico, Bayamon Campus |

Skills:

Programming Languages and Frameworks	C/C++, C#, Visual Basic.NET, Java, JavaScript, Python, MATLAB, Groovy, HTML, Linux Shell Scripts, Windows Batch Script, SOAP, JSON, XML, OpenMP, MSSQL, MySQL, MongoDB.
Tools	Checkmarx, Micro Focus Fortify and WebInspect, Apache Tomcat, SSL, Microsoft IIS, Amazon AWS, Jenkins, Microsoft Azure, Gitlab, Github, Docker, .NET, Google Test, RESTful Web Services, Maven, CMake, Git, SVN, TFS, Bugzilla, Jira.

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