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# GIONATHAN VARGAS

*Solutions Engineer / Account Executive*

## PROFESSIONAL SUMMARY

Solutions Engineer & Account Executive with hands on experience delivering consultative SaaS demos that translate complex technical capabilities into clear business value. Skilled in designing and presenting interactive demo environments aligned to real customer workflows, accelerating discovery to decision cycles. Proven ability to collaborate with sales teams, communicate with technical and executive stakeholders, and drive value based conversations. Creator of nathans.dev, a self directed Solutions Engineering portfolio showcasing end to end pre sales demos, workflows, and technical storytelling.

## EMPLOYMENT HISTORY

**PORTFOLIO PROJECTS (SOLUTIONS ENGINEER)**                                  **Sep 2025 - Present**
*Independent portfolio showcasing pre sales demos, solution design, and technical storytelling.*          *New York City*

- Designed and built end to end SaaS demo environments simulating real pre sales scenarios, including onboarding flows, analytics dashboards, and customer portals.
- Created role based demo workflows to mirror real buyer journeys, enabling clear storytelling around automation, scalability, and ROI.
- Developed structured demo scripts that translated technical architecture into business value for both technical and executive audiences.
- Produced recorded demos, diagrams, and walkthroughs to support asynchronous evaluation and post demo follow up.
- Built mock client use cases across multiple industries to demonstrate solution fit, discovery to demo alignment, and cross functional thinking.

**ACCOUNT EXECUTIVE**                                                          **May 2024 - Sep 2025**
*Mas9*                                                                              *New York City*

- Managed the full B2B SaaS sales cycle from prospecting through close, selling school management software to education organizations.
- Delivered 12–15 customized demos per month, consistently converting 5–8 new clients by aligning workflows to each school's operational needs.
- Accelerated pipeline progression by tailoring demos to highlight automation, CRM, scheduling, and communication features tied to real outcomes.
- Collaborated with product teams to relay customer feedback, influencing demo improvements and feature prioritization.
- Guided new customers through onboarding, reducing time-to-value and ensuring smooth handoff to support teams.

**ACCOUNT EXECUTIVE**                                                          **Jun 2022 - May 2024**
*Debt Consultants Group*                                                            *New York City*

- Closed high value financial relief deals by advising small business owners on restructuring and settling high interest MCA debt.
- Enrolled $250K+ in debt relief solutions, consistently outperforming monthly targets through consultative, data driven selling.
- Conducted detailed cash flow and statement analysis to qualify prospects and recommend optimal settlement strategies.
- Maintained accurate pipeline tracking in Salesforce, improving forecasting accuracy and follow up consistency.
- Built long term client relationships that generated referrals and repeat business.

# EDUCATION

**CERTIFICATE IN FULL STACK WEB DEVELOPMENT**                                        May 2023 - Mar 2024
*Columbia University Coding Bootcamp*                                                        *New York City*

- Built and deployed full stack web applications using JavaScript, React, Node.js, Express, and Tailwind CSS, demonstrating end to end product thinking.
- Implemented RESTful APIs, authentication flows, and real time data features to simulate production SaaS environments.
- Designed application architectures and data models across SQL and NoSQL databases, strengthening system level understanding.
- Collaborated in Agile, sprint based teams using Git and GitHub, contributing to code reviews, issue tracking, and iterative delivery.
- Delivered live technical walkthroughs and demos explaining architecture, performance tradeoffs, and user experience decisions to non technical audiences.

**BACHELOR OF SCIENCE (B.S.) IN KINESIOLOGY**                                        Sep 2016 - Jun 2020
*University of Toronto*                                                                      *Toronto, Ontario*

- Analyzed physiological and biomechanical data to evaluate performance, injury risk, and recovery strategies.
- Led a capstone research project on Biomechanics and Injury Prevention in Contact Sports, translating data insights into evidence based recommendations.
- Applied quantitative analysis and diagnostic reasoning through lab based training in anatomy, exercise testing, and rehabilitation programming.
- Served as a Peer Tutor for Anatomy & Physiology, breaking down complex concepts and mentoring students through structured learning sessions.
- Developed strong communication and analytical skills by presenting research findings and collaborating across academic teams.

# CERTIFICATIONS

*Postman API Fundamentals Badge*

*AWS Certified Cloud Practitioner (in progress)*

*Salesforce Sales Representative Certification*

*HubSpot Sales Software Certification*

*Google Cloud Digital Leader (planned)*

# SKILLS

### SOLUTIONS ENGINEERING & PRODUCT DEMONSTRATION

Consultative product demos, Demo environment design & workflow simulation, Proof-of-concept development, Technical storytelling & solution positioning, Discovery-to-demo alignment, ROI-driven presentations & executive walkthroughs

### SALES & ACCOUNT EXECUTIVE SKILLS

Full-cycle B2B SaaS sales, Discovery, qualification, and needs assessment, Objection handling & value positioning, Pipeline management & deal forecasting, Stakeholder engagement, Post-demo follow-up & deal acceleration

### TECHNICAL & SAAS FOUNDATIONS

SaaS application architecture & system workflows, API integrations, webhooks & data flows, CRM platforms & sales tech stacks, Authentication flows & user onboarding systems, Data visualization & analytics dashboards, Product configuration & troubleshooting

### CUSTOMER ENABLEMENT & COMMUNICATION

Client onboarding & product training, Translating technical concepts for non-technical audiences, Business process analysis & solution mapping, Cross-functional collaboration, Technical documentation & demo assets

### PROFESSIONAL STRENGTHS

Clear verbal & written communication, Presentation & live demo delivery, Rapid platform learning & adaptability, Structured problem solving, Feedback-driven iteration & continuous improvement

# LINKS

Personal Portfolio: www.builtbynathan.dev, LinkedIn: www.linkedin.com, GitHub: github.com.