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GIONATHAN VARGAS

Solutions Engineer / Account Executive

PROFESSIONAL SUMMARY

Solutions Engineer & Account Executive with a strong foundation in SaaS sales, technical demonstrations, and consultative storytelling. Experienced in designing and delivering interactive product demos that bridge business challenges with modern software solutions. Proven ability to simplify complex systems for diverse audiences, collaborate with sales teams, and drive value based conversations that accelerate deal cycles. Creator of **nathans.dev**, a self directed portfolio showcasing end to end demo environments and pre sales workflows.

EMPLOYMENT HISTORY

SOLUTIONS ENGINEER   **Sep 2025 - Present**
Nathans.dev   *New York City*

♦ Built and delivered end to end SaaS demo projects simulating real pre-sales scenarios, including workflows, analytics, and customer portals.
♦ Designed tailored demo environments to showcase how modern software solves challenges around automation, scalability, and user adoption.
♦ Created clear demo scripts that communicated product value, technical concepts, and ROI to business and technical audiences.
♦ Developed diagrams, slide decks, and live walkthroughs to support technical storytelling during discovery and demos.
♦ Delivered consultative demos by mapping features to business outcomes and customer pain points.
♦ Produced on demand recorded demos and structured post demo follow ups for internal and external stakeholders.
♦ Built mock client use cases across industries to demonstrate solution fit and cross functional understanding.

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

♦ Managed the full B2B SaaS sales cycle prospecting, qualifying, conducting discovery, performing demos, and closing new school accounts.
♦ Delivered 12–15 tailored technical demos via Zoom or in person, consistently converting 5-8 new clients per month
♦ Customized demo environments to match each school's workflows, highlighting automation, CRM features, scheduling tools, and messaging capabilities.
♦ Collaborated with the product team by relaying client feedback, helping shape product updates and improving demo flows.
♦ Maintained an organized pipeline, tracked deal stages, and performed structured follow up to keep prospects moving through evaluation.
♦ Educated school owners on best practices for student management, automations, and engagement tools, translating technical features into business value.
♦ Guided new clients through initial onboarding, including account setup, import steps, feature walkthroughs, and smooth handoff to support.

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

♦ Managed full sales cycle for financial relief services, including cold outreach, discovery, consultative selling, and closing
♦ Advised small business owners on strategies to restructure and settle high interest merchant cash advance debt
♦ Consistently exceeded monthly sales targets, enrolling $250K+ in MCA debt relief solutions
♦ Conducted in depth financial needs analysis using merchant statements, payback terms, and cash flow assessments
♦ Collaborated with underwriting team to ensure fast deal qualification and efficient onboarding
♦ Built and maintained a detailed sales pipeline using Sales force and Google calendar, ensuring follow up consistency and forecasting accuracy
♦ Cultivated long term client relationships that led to repeat business, referrals, and high customer satisfaction

EDUCATION

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

- Completed comprehensive, hands on training in front end and back end development, mastering JavaScript, React, Node.js, Express, Tailwind CSS, and multiple SQL and NoSQL databases including.
- Built and deployed end to end web applications featuring RESTful APIs, authentication systems, and real time data functionality.
- Collaborated in Agile, sprint based teams using Git and GitHub for version control, issue tracking, and peer code reviews.
- Delivered live technical demonstrations and walkthroughs, showcasing user experience, performance optimization, and software architecture design.
- Gained a strong understanding of application architecture, data modeling, API integration, and debugging workflows, enhancing communication with technical and non technical stakeholders.

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

- Specialized in human performance, biomechanics, and rehabilitation sciences, integrating physiological data with practical applications for injury prevention and recovery.
- Completed capstone research project on Biomechanics and Injury Prevention Strategies in Contact Sports, analyzing movement patterns and proposing evidence based performance solutions.
- Conducted lab based training in anatomy, exercise testing, and rehabilitation programming, developing strong data analysis and diagnostic interpretation skills.
- Served as Peer Tutor for Anatomy & Physiology, mentoring underclassmen through structured sessions and collaborative review workshops.
- Volunteered with Health and Wellness Outreach Programs, promoting fitness, injury prevention, and public health awareness across local communities.

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

PRODUCT DEMONSTRATION & SOLUTION DESIGN:

Product demo delivery, value based storytelling, proof of concept development, discovery to demo alignment, workflow visualization, ROI driven presentations

SALES ENABLEMENT & CONSULTATIVE SELLING:

Pre sales discovery, consultative solutioning, objection handling, proposal support (RFP/RFI), sales engineering collaboration, competitive positioning, pipeline acceleration

TECHNICAL & SAAS EXPERTISE:

Cloud based SaaS architecture, API integrations & webhooks, CRM systems, data visualization & analytics tools, system troubleshooting, product configuration

CUSTOMER COMMUNICATION & RELATIONSHIP MANAGEMENT:

Stakeholder engagement technical and executive, business process analysis, needs assessment, customer onboarding, product training, technical documentation

PROFESSIONAL & STRATEGIC CAPABILITIES:

Cross functional collaboration, demo environment creation, presentation & public speaking, feedback iteration, rapid learning, continuous improvement

LINKS

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