

GIONATHAN VARGAS

Solutions Engineer

PROFESSIONAL SUMMARY

Solutions Engineer 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 product demos that simulate real pre sales scenarios showcasing workflows, analytics, and customer portals to demonstrate business impact.
- ♦ Designed tailored demo environments illustrating how modern software solutions solve key business challenges such as automation, scalability, and user adoption.
- ♦ Created narrative driven demo scripts to clearly articulate product value, technical architecture, and ROI to non technical audiences.
- ♦ Developed visual architecture diagrams, slide decks, and live walkthroughs to support technical storytelling in discovery and demo stages.
- ♦ Practiced consultative demo delivery, mapping features to business outcomes and aligning technical capabilities with potential customer pain points.
- ♦ Produced on demand recorded demos simulating enterprise presentations and post demo follow ups for internal and client stakeholders.
- ♦ Collaborated with mock client use cases across industries to demonstrate cross functional understanding and solution fit.
- ♦ Continuously refined demo materials based on feedback loops and SE best practices, improving clarity, structure, and persuasion in technical presentations.

ACCOUNT EXECUTIVE

May 2024 - Sep 2025

Mas9

New York City

- ♦ Own full sales cycle for B2B SaaS platform serving martial arts schools: prospecting, qualifying, conducting discovery, delivering demos, and closing
- ♦ Delivered 12–15 tailored technical product demos per week via Zoom and in person, consistently converting 3–5 new clients per month
- ♦ Showcased CRM integrations, workflow automation, and analytics features in demos to address specific client requirements
- ♦ Configured and customized demo environments using developer provided insights to ensure technical accuracy and alignment with client workflows and needs
- ♦ Collaborated with Product Manager to relay customer feedback, inform feature prioritization, and contribute to UI/UX improvements
- ♦ Documented and analyzed recurring client issues to support sprint planning, product updates, and customer success strategies
- ♦ Positioned MAS9 competitively by articulating key differentiators and solution value versus market alternatives

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

Columbia University Coding Bootcamp

May 2023 - Mar 2024

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

University of Toronto

Sep 2016 - Jun 2020

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.