

LORENZO MACIAS

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SOLUTIONS ENGINEER | TECH SALES

Resourceful Solutions Engineer and Client Success Manager with 4+ years of combined experience delivering SaaS implementations, supporting full sales cycles and supporting API-driven integrations. Skilled at translating complex technical workflows into business value, building trust with executives, and coordinating across product, engineering, and customer-facing teams. Strong technical fluency across SQL, React, Javascript, Python, APIs, and cloud systems. Proven success in scaling adoption, accelerating onboarding, and driving measurable impact in financial technology, SaaS, and professional services. I am most passionate when I get to combine my knack for client management and people skills with my technical expertise.

CORE SKILLS

Languages & Tools: SQL | JavaScript | Python | React | Node.js | PostgreSQL | REST APIs | SFTPs | Tableau | AWS (basic) | GitHub | JIRA | Salesforce

Competencies: Enterprise Account Management, SaaS Implementation, Payments & Financial Services, Consultative Sales, API Integrations, Client Onboarding, Strategic Planning, Executive Stakeholder Management, Cross-Functional Collaboration, Data-Driven Storytelling

EXPERIENCE

Masterworks | Account Manager | New York, NY June 2024 - Dec 2024

- Managed 100+ accounts providing tailored investment consultations to business owners and accredited clients, integrating a complex alternative investment platform
- Consistently ranked as a top performer closing \$200K in investment, generating over \$1M in projected lifetime value at 125% of quota.
- Utilized data insights and collaborated with UI/UX developers to shape sales strategy
- Acted as a mentor to new advisors, sharing best practices that improved conversion rates across the team.

The Lawyer James | Customer Success Manager | New York, NY Jan 2022 - June 2024

- Managed book of business of 150+ SMB accounts, managing renewals and agreements for M&A, real estate transactions & litigation.
- Managed full sales cycle, closing \$2M+ in new business at 150% of quota onboarding new C-suite executives
- Used Python automation to streamline outreach and onboarding, reducing friction for executive clients.
- Improved client engagement by creating collateral and feedback loops that boosted online presence and inbound leads.

Wow Payments | Solutions Engineer | New York, NY June 2023 - August 2023

- Sold point-of-sale payment software systems to a large portfolio of Spanish and English-speaking B2B prospects resulting in 4 closed deals generating ~\$3000 in monthly recurring revenue
- Prospected, demoed, and managed pipeline of ~75 SMB prospects across 15-square-mile NYC territory.
- Acted as a technical liaison, communicating needs between clients and the development team to enhance onboarding and ensure smooth API integrations

EDUCATION

Full Stack Academy Web Development Bootcamp March 2025
Software Engineering Certificate

Baruch College, Zicklin School of Business May 2024
Bachelor of Science in Marketing and Computer Information Systems

FINRA Series 65 June 2024
NYS Certified Financial Advisor

ENTREPRENEURIAL VENTURES

CoolPeople | Founder | [GitHub](#) | [Link to deployed](#) March 2025

- Civic tech app with AI-generated candidate summaries and stance analysis for NYC voters.
- Created and optimized PostgreSQL schemas, API routes, cloud-integrated architecture.
- Developed a responsive React UI; implemented CI/CD (GitHub Actions + Netlify).

Shenanigram | Team Lead | [GitHub](#) | [Link to deployed](#) March 2025

- Led a 4-person team to launch a real-time social media platform with messaging & community features
- Designed React UI, PostgreSQL schema, RESTful APIs; managed Agile sprints & test coverage.