

# MICKEY CAMARCO

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## SUMMARY

Experienced professional with a strong background in technical channel enablement, pre-sales solutions engineering, and business analysis. Proven track record of exceeding sales targets, driving partner-sourced revenue, and building strategic partnerships. Skilled in delivering compelling technical presentations, influencing product roadmaps, and providing innovative solutions. Demonstrates excellent leadership abilities and a passion for continuous learning.

## EXPERIENCE

### **Nintex: Technical Channel Enablement Manager**, July 2022 – February 2023

- Achieved Partner-Sourced revenue attainment, 105% of the yearly quota met by H1.
- Collaborated with Strategic Partner Managers & Sellers to develop a go-to-market plan.
- Exceeded Partner Qualified Lead (PQL) goal by 15%.
- Lead engaging training exercises for teams both virtually and in-person.
- Exceeded field marketing goal of 35 (41 total).
- Monitored and communicated technical roadblocks to influence product roadmap.
- Taught the technical value proposition of several products to the channel.

### **Nintex: Pre-Sales Solutions Engineer**, April 2021 - July 2022

- Achieved 100+% of sales goals with each aligned Account Executive.
- Researched, explored, and identified customer business problems.
- Provided product demonstrations and technical presentations.
- Monitored technical roadblocks to influence product roadmap decisions.
- Maintained a close relationship with regional & global accredited members of the Nintex community (vTE).
- Engaged in thought leadership at conferences, webinars, and community engagements.

### **Silverstein Properties: Business Analyst / Product Manager**, May 2019 – April 2021

- Developed seamless integration for real-time Power BI dashboards.
- Developed urgent and complex automated Form/Workflow during COVID-19.
- Created a central repository for the applications team using Confluence

### **Silverstein Properties: Diversity, Equity & Inclusion Team Member**, July 2019 – April 2021

- Developed data-supported recommendations for becoming an employer of choice.
- Created an anonymous survey to gather employee demographics.
- Transformed survey findings into a written analysis and presentation.

### **Hi-Tech Fasteners Corp: Inside Sales Account Manager (Temp)**, December 2018 – May 2019

- Developed, cultivated, and managed all customer relationships.
- Maintained the company website and managed inquiries.

### **Metrofab Pipe, Inc: Sales Associate**, July 2016 – September 2018

- Promoted to Sales Associate after 4 months.
- Conducted client demonstrations and performed market research.

### **Metrofab Pipe, Inc: Sales Assistant / Office Manager**, April 2016 – July 2016

- Provided a full range of sales support for the President, VP, and Office Administrator.
- Handled incoming orders, managed customer service and inventory, and created a calendar plan for sales and administration to share and track all business initiatives.

## EDUCATION

### **Penn Lps Coding Boot Camp, University Of Pennsylvania**

- Completed rigorous coursework in full-stack web development.
- Demonstrated proficiency in front-end and back-end technologies.
- Developed dynamic web applications using modern frameworks and libraries.
- Applied industry best practices and coding standards.
- Successfully completed projects and assignments showcasing acquired skills.
- Collaborated effectively with classmates on four one-week long projects.

### **B.S. Business Administration, Farmingdale State College**

- Minor: Business Law

### **Project Management For Professionals, NYU School of Professional Studies**

- Completed Basic Project Management course (PROJ1-CE8600)

## CERTIFICATIONS

- Software Development Life Cycle (SDLC) - March 2021
- Technical Sales: The Role of the Sales Engineer - March 2021
- Nintex Process Automation Practitioner - October 2021
- Nintex Workflow Cloud Practitioner - May 2021
- Full Stack Web Developer - June 2023