Neha Tammana

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SUMMARY

Experienced and results-driven sales engineer with a proven track record of exceeding targets and driving revenue growth through strategic client relationships and technical expertise. Adept at effectively communicating complex solutions to clients while providing exceptional customer service and fostering long-term partnerships.

SKILLS & TOOLS

- Machine Learning, MLOps
- Data Science
- Artificial Intelligence
- Generative AI, LLMs
- HTML/CSS

- Cloud Native Applications
- Docker
- Kubernetes
- Javascript, Node.js
- Python

- Source Control Software
- Hackathon Experience
- CI/CD Practices
- DevOps Toolchains
- Agile Scrum Methodologies

EMPLOYMENT

Dataiku, San Francisco, CA – *Strategic & Enterprise Sales Engineer*   May 2022 – Present

- Consistently enabled and supported sales teams, resulting in their attainment of objectives and exceeding performance benchmarks even during challenging times.
- Went above and beyond job requirements to provide support in adoption and post-sales efforts, fostering long-term client relationships and driving business growth.
- Strategically identified and capitalized on upsell opportunities while effectively landing contracts with industry giants in the Forbes Global Top 500 clients, showcasing a keen understanding of client needs and technical solutions.
- Collaborated seamlessly across multiple teams such as field engineering, product, customer success, and professional services to ensure the success of both sales representatives and customers.
- Sales Engineering lead in the Americas for Retail & CPG industry vertical.

Asana, San Francisco, CA – *Solutions Engineer*   August 2020 – May 2022

- Responsible for working with clients across all industries in the mid-market industry to help support, land, and expand Asana into their toolstack.
- Help customers and prospects to understand the value of Asana through deep product and technical knowledge and expertise.
- Customer facing voice of Product and Engineering and a strategic member of the Solutions Sales team working closely with Customer Success and Sales counterparts.

IBM, San Francisco, CA – *Cloud & AI Sales Engineer*   January 2018 – August 2020

- Responsible for working with financial services clients to help them modernize applications.
- Worked to architect & develop technical assets, demos and POCs as a part of an innovation team.
- Promoted to work with large accounts as a trusted advisor to architect cloud native applications using IBM Cloud and AI.

Lululemon Athletica, San Francisco, CA – *Software Developer*   June 2016 – December 2017

Scry Analytics, San Jose, CA – *Software Developer Intern*   May 2015 – December 2015

EDUCATION

University of the Pacific   August 2012 – May 2016

- *Computer Science, B.S.; Concentration Software Development*
- *Biological Sciences, Minor*