

ELISE OBORNY

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📍 Norfolk, VA

OBJECTIVE

Business minded technologist with 4+ experience in complex software sales and creating structure in startup SasS companies. Familiar with communicating technical concepts, sales processes & techniques, and supporting all stages of the sales cycle.

WORK EXPERIENCE

Solutions Engineer | Tray.io

Feb 2022 - Present

San Francisco, CA

- Help prospects realize the potential of the software and answer if it can meet the prospects' needs through technical product demos, POC/POV, & co-dev sessions while building relationships with clients & partners globally.
- Produce presentations, technical diagrams, and scoping docs to help communicate understanding of the client's requirements and the value the solution would add to the organization.
- Closed Won first opportunity within 6 weeks after onboarding (less than 4 months after start date).

Technology Officer | EV MakeReady

Jan 2022 - Present

New York City, NY

- Work with the founder at early startup to assist with building out software for helping contractors quote and install EV Stations.
- Helped to define the brand, built the website, create application mockups, prioritize features, and built an MVP.
- Applied & participated in accelerator programs to gain funding.

Director, Solutions Engineer | Decisions

Dec 2020 - Jan 2022

Virginia Beach, VA

- Implemented components of the SCRUM and SAFe framework for team structure and project management.
- Collaboratively create a road map, deployment strategy, and implement standardized procedures & processes.
- Meet with the team regularly to build rapport and perform quarterly performance reviews.
- Successfully lead a team to release a financial services solution on time (within 6 months) from inception to solution launch.

Solutions Engineer Lead | Decisions

May 2020 - Dec 2020

Chesapeake, VA

- Lead a team of 4 engineers to develop applications for the software app store using the Decisions no-code platform.
- Aligning with product and R&D teams on future roadmaps and sharing feedback on released features and client trends.

Sales Engineer | Decisions

Apr 2017 - May 2020

Chesapeake, VA

- Assisted in closing over 16 enterprise customers totaling over \$1.9 million in 2020.

HIGHLIGHTS

Communication

Teamwork

Leadership

Problem Solving

Attention to Detail

EQ

TECHNICAL SKILLS

Project Management



REST APIs



Data Modeling



HTML



CSS



JavaScript



SQL



Graph QL



Python



EDUCATION

B.S., Business Administration
*Information Technology &
Business Analytics*
Old Dominion University
Jan 2015 - Aug 2017

CERTIFICATES

**Certified Associate in Project
Management (CAPM)**
May 2018

HIPPA Compliance Cert
September 2021