

Customer advocate and agile problem-solver with a proven track record of meeting quota and aligning technological solutions with key business goals. Eager to leverage sales expertise in crafting technical solutions to deliver and foster business value.

Skills

Azure

AWS

API Design

JavaScript

SQL

MongoDB

Node.JS

Express.JS

React.JS

Education

University of California, San Diego	B.A. Communication Four-year varsity rower & athletic scholarship recipient
University of California Apr 2023 – Oct 2023	Full-Stack Coding Bootcamp UC Berkeley’s web development program focusing on key programming skills for front-end and back-end web development

Work Experience

Microsoft Mar 2022 – Mar 2023	Sr. Azure, App Innovation Specialist <ul style="list-style-type: none">Led and managed account teams of solution architects, partners, and internal resources throughout the sales cycle; met all KPIs and exceeded usage & consumption targets for application-related workloads with assigned accountsResponsible for achieving technical validation through internal & external customer meetings covering new project requirements and defining, identifying, & mapping potential KPIs to key business objectivesRan internal system audits with potential accounts, developing strategic migration improvements, and mapping out optimized Azure solutions from existing systems to key KPIs FY’22: \$18M Quota, 155% attainment
VMware Nov 2020 – Mar 2022	Enterprise AE – Tanzu Specialist <ul style="list-style-type: none">Enterprise account manager specializing in growth opportunities with VMware’s Tanzu developer platformDrove a +500k increase in net-new ARR within a top account by leading assessments on resource allocation, designing migration architecture from an unsupported Kubernetes distribution to Tanzu Kubernetes Grid; increased developer velocity by 60%Organized several ‘lunch and learns,’ managed outbound sales campaigns, and built shared solution architectures FY’21: \$1.9M Quota, 85% attainment; 340% YoY territory growth
NGINX (Acquired by F5 in 2019) Mar 2017 – Oct 2020	NGINX Specialist <ul style="list-style-type: none">Responsible for successful customer adoption of NGINX + as an API Gateway, Kubernetes ingress controller, load balancer, sidecar and reverse proxy within sales cycle across several selling teamsCoordinated with marketing, solution engineers, product managers to effectively demonstrate capabilities of the product and secure customer interest; responsible for on-going technical validation and ensuring functionalitypromoted from BDR to AE in 2018 2020 Quota: \$1.4 Million; 120% attainment 2019 Quota: \$649k; 149% attainment