

EXPERIENCE

Google Cloud

New York, NY

Customer Engineer – Enterprise

6/2023 - Present

- Achieved 141% of quota in FY25 on a \$700M annual target, driving GPU/TPU infrastructure growth across a portfolio of foundational AI model-builder accounts
- Drive technical pre-sales and GPU/TPU proof-of-concept evaluations for LLM training and inference workloads, validating price-to-performance to accelerate customer purchasing decisions
- Host Executive Briefing Centers (EBCs) and present infrastructure strategy directly to C-suite stakeholders, applying consultative selling frameworks to align customer vision with Google Cloud’s AI portfolio
- Orchestrate multi-specialist pre-sales motions across GPU, AI, networking, and security teams as frontline CE and primary technical owner for 4 enterprise AI accounts
- Forecast customer infrastructure spend through ETL, regression analysis, and Looker dashboards on internal sales data to surface account trends and keep management and field sales aligned
- Resolve high-impact technical and commercial escalations by leading cross-functional war rooms across engineering, billing, and procurement to protect customer outcomes
- Build internal agentic workflows for natural-language sales intelligence; architect customer Gemini integrations covering provisioned throughput, monitoring strategy, and gen-media model rollouts (Veo, Lyria)
- Accelerate enterprise onboarding onto Google Cloud with AI tooling, covering SSO integration (Azure AD, Okta), IAM configuration, and compliant org design

Twilio

San Francisco, CA

Solutions Engineer – Enterprise Greenfield

3/2022 - 3/2023

- Built trusted advisor relationships with customers while working alongside 9 Account Executives through the pre-sales process, to strategize and plan for deal success
- Led customers through Pilot and Proof-of-Concept implementations, on-prem and in the cloud, and form a deep understanding of the communication problems they’re trying to solve
- Built and presented product demos using AWS Lambda functions with Node.js to showcase what Twilio’s APIs can do and recommend creative new solutions that inspire innovation
- Architect conversational interfaces using Amazon Lex or Azure Bot Service to engage with customers in natural language
- Achieved 230% of software quota in Q3 of FY23 in addition to influencing over \$1 million dollars of pipeline

VMware

Palo Alto, CA

Solutions Engineer – SMB

7/2020 - 3/2022

- Effectively served as a technical advisor to customers from a presale's capacity covering the entire suite of VMware products
- Collaborated with 10 Account Managers in all stages of the presale's lifecycle supporting over 16,000 SMB accounts
- Solely responsible for being a SME on a portion of the product portfolio in subject domains related to Networking, Compute Virtualization and Storage
- Awarded SE of the Year for FY22 for influencing over \$8 million dollars of pipeline and providing mentorship to new hires

EDUCATION

University of California, Davis

2019

Statistics B.S.

CERTIFICATIONS

Google Cloud Professional Cloud Architect

2023

VMware Certified Professional - Data Center Virtualization

2021

SKILLS

Subject Areas: Pre-sales, Cloud Computing, Generative AI, GPU/TPU Architecture, Python, CUDA, JAX, Looker, RESTful APIs, Claude Code