

DAVID MCCULLEY

PreSales and Solutions Engineering Leader

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PROFESSIONAL SUMMARY

PreSales and Solutions Engineering Leader at Provarity, creator of the Instynx product. Advises executive teams on go-to-market strategy, analyzing departmental functions to identify and close gaps. Grounds every engagement in honest self-assessment of an organization's ability to execute, often the difference between success and failure.

Seasoned PreSales leader with decades of experience building and executing sales processes at early-stage companies, focused on technical solution selling. Deep expertise in sales methodology, presentations, demonstrations, evaluations, and technical closure.

Applies AI principles and methodology to the technical presales process. Integrates AI-driven tools into demos, evaluations, proof-of-concept workflows, and sales operations to accelerate technical qualification, sharpen demo storytelling, and shorten sales cycles.

WORK HISTORY

▪ <u>Provarity</u>	<i>Co-Founder and Executive VP of PreSales</i>	Jan 2021, Present
▪ <u>BehavioSec</u>	<i>Director, Sales Engineering and Operations</i>	Nov 2018, Jan 2021
▪ <u>enSilo</u>	<i>Principal Sales Engineer</i>	Apr 2016, Apr 2018
▪ <u>Cyphort</u>	<i>Principal Sales Engineer</i>	Apr 2015, Apr 2016
▪ <u>Click Security</u>	<i>Principal Sales Engineer</i>	Aug 2014, Mar 2015
▪ <u>Norse Corporation</u>	<i>Principal Sales Engineer</i>	May 2013, Aug 2014
▪ <u>Endgame Systems</u>	<i>Principal Sales Engineer, Federal DoD</i>	Apr 2012, May 2013
▪ <u>Fortinet Corporation</u>	<i>Principal Sales Engineer, Federal DoD</i>	Mar 2011, Mar 2012
▪ <u>Symantec Corporation</u>	<i>Principal Sales Engineer, Federal DoD</i>	Nov 2003, Feb 2011

EDUCATION

Gordon College, Wenham, MA

Bachelor of Arts, Business Administration

CCRI, Warwick, RI

Associate in Science, Computer Science

AFFILIATIONS

- **Former PreSales Academic Advisor**
- **NCAA Certified Volleyball Referee**
- Pickleballer, Golfer, Gardener