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PreSales and Solutions Engineering Leader

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AI AND AUTOMATION

- Anthropic Claude Code and Chat
- OpenAI Copilot and ChatGPT
- AI-driven demo and evaluation workflows
- AI-augmented technical qualification
- Salesforce Administration
- Customer Success platforms
- Customer Ticketing systems

PRESALES LEADERSHIP

- PreSales Strategy and Methodology
- Team Building, Mentoring, Hiring and Retention
- Sales Presentations and Demonstrations
- Product Demonstrations at all levels
- POC and Evaluation Program Design
- Sales Forecasting and Pipeline Management
- Sales Process Optimization
- AE to SE Ratio Analysis
- Technical Closure Programs
- Go-to-Market Strategy
- Channel and Partner Enablement

MARKETING AND PRODUCT

- Product Roadmaps and Lifecycle
- Product Launch Program Management
- Marketing Messaging and Positioning
- Presentation Redesign and Storytelling
- Market Segment and Penetration Analysis
- Competitive Analysis
- Analyst Programs (Gartner, Forrester)
- Public Relations and Media Events
- Event Marketing, Tradeshows, and Seminars
- Business Plan Development
- Technology Partner Programs

CYBERSECURITY DOMAIN

- Behavioral Biometrics
- Advanced Malware Detection and Prevention
- Endpoint Security and EDR
- Next-Generation Firewalls
- Intrusion Prevention Systems (IPS)
- Authentication and 2FA / MFA
- IAM and CIAM
- Email and Web Gateways
- Data Loss Prevention (DLP)
- Encryption
- Threat Intelligence and Data Feeds
- Federal DoD Cybersecurity Sales

ENTERPRISE PLATFORMS

- Salesforce (CRM, forecasting, reporting)
- CRM Integration and Optimization
- Virtualization (VMware)
- Cloud Platforms
- Network Security (VPN, Firewalls, Protocols)
- System Administration