Leopold Achebe-Strand

Sales Engineer
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SUMMARY

Sales engineer with 6 years supporting mid-market and enterprise deals for data integration and observability software. Paired with 3 account executives on a $4.2M annual quota, running discovery, tailored demos and proofs of concept for platform and security teams. Comfortable in SQL, Python, REST APIs, Kubernetes and AWS, and in front of a room of architects.

EXPERIENCE

Senior Sales Engineer — Lumaridge Data Systems

Denver, CO · Apr 2022 – Present

- Support 3 enterprise account executives on a combined $4.2M annual quota, owning technical discovery, demos and evaluations for about 35 opportunities a year.
- Ran 14 proofs of concept last fiscal year against agreed success criteria, with 11 ending in a technical win and 9 closing for a combined $2.6M in first-year contract value.
- Built a reusable demo environment with sample pipelines for retail, fintech and healthcare data, cutting demo preparation from about 2 days to half a day.
- Answered 40+ security questionnaires and joined vendor risk calls with customer CISOs, shortening security review on 2 large deals from roughly 10 weeks to 5.

Sales Engineer — Corvanta Monitoring

Boulder, CO · Jun 2019 – Mar 2022

- Delivered around 120 live demos a year to DevOps and SRE teams, tailoring dashboards to each prospect's stack in Kubernetes and AWS.
- Wrote Python scripts to import prospects' existing alert rules during trials, which product later turned into a supported migration tool.
- Logged 60+ field requests in the product feedback board with deal value attached, 4 of which shipped within the year.

SKILLS

Presales: Technical discovery, demos, proofs of concept, RFP and security questionnaire responses, solution design

Technical: SQL, Python, REST APIs, webhooks, Kubernetes, Docker, AWS, Terraform basics

Data and security: ETL and data pipelines, SSO and SAML, SOC 2 controls, data residency questions

Tools: Salesforce, Gong, Consensus, Postman, Jira, Confluence

EDUCATION

B.S., Computer Engineering, Colorado School of Mines, 2017

Fictional example by FindAJobAI: the person, employers and numbers are invented.