Tomás Herrera

Senior Solutions Engineer

San Jose, CA · tomas.herrera@example.com · (408) 555-0158 · LinkedIn · GitHub

SUMMARY

Solutions engineer with 4 years in pre-sales and 4 years as a software engineer, supporting enterprise deals for a data platform. Influenced $6.8M in closed ARR in 2025 with a 42% technical win rate, and built 18 proofs of concept on AWS. Explains complex systems in business terms.

EXPERIENCE

Senior Solutions Engineer — Kestrel Data

Remote (US) · Mar 2022 – Present

- Supported 40 enterprise deals as technical lead alongside 4 account executives, influencing $6.8M in closed ARR in 2025.
- Ran discovery and tailored demos for data and IT teams, with a 42% technical win rate on qualified opportunities.
- Built 18 proofs of concept on AWS with Python and SQL, 14 of which converted to paid contracts.
- Answered the technical sections of 35 RFPs and security questionnaires, and built an answer library that halved response time.

Software Engineer — Orchard Labs

San Jose, CA · Jul 2018 – Feb 2022

- Built REST APIs and integrations in Python connecting 30 enterprise customers' ERP systems.
- Joined 25 customer calls as the integration expert, which led to the move into pre-sales.
- Wrote the public API documentation and sample apps that cut integration support tickets by 35%.

SKILLS

Pre-sales: Discovery, technical demos, proofs of concept, RFPs, security questionnaires, solution design

Technical: Python, SQL, REST APIs, AWS, Snowflake, Docker, SSO (SAML, OIDC)

Tools: Salesforce, Gong, Postman, Lucidchart

CERTIFICATIONS

AWS Certified Solutions Architect – Associate, 2022

EDUCATION

B.S. Computer Engineering, San Jose State University, 2018

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