



# Geoffrey Andrade

PRE-SALES  
SALES ENGINEERING  
TECHNICAL ACCOUNT MANAGEMENT

## SKILLS

Cloud Computing (AWS)  
DevOps/ SRE tooling  
Linux / Unix  
HTML/ CSS  
Javascript/ React  
SaaS  
Fluency in Spanish  
MEDDIC Sales

## EDUCATION

City University of  
New York- Queens  
B.A. - Economics  
2011

UCLA Extension  
Amazon Web Services  
AWS Solutions Architect  
2017

City College San Francisco  
Computer Science

## CONTACT

718.708.1322  
geoffandrade@hotmail.com



/in/geoffreyandrade



github.com/gaxoner1

## WEBSITE

www.geoffandrade.com

Seasoned Sales Professional & Full Stack Engineer, experienced in aligning business value with technical requirements.

Unique ability to collaborate with internal sales teams and engineering buyer personas.

## HIGHLIGHTS

### SALES

- SaaS Pre-Sales Engineering:
  - Data Analytics
  - DevOps
  - IoT
- 9+ years as an Account Executive
- Startup experience & continuous innovation.
- Built MEDDIC deal review dashboard to collaborate on technical sales cycle.

### ENGINEERING

- Software Engineer experienced in Frontend and Backend tech stacks.
  - MongoDB
  - Node
  - React/ JavaScript.
- Working knowledge of microservices, containers /Kubernetes.
- Contributor to code snippet web app "Just Examples"- built with Redux and NodeJS.

## KEY WINS

Unicorn Startup - \$330k ACV

- Built out use-cases with CTO and DevOps business unit to accelerate innovation and reduce bottlenecks. Translated value to time and cost reduction. \$330K ACV

Email Software Company - \$100k AVC

- Managed proof of value that aligned with VP of Engineering's vision for time to market. Quantified value to company's core competency resulting in multi-year agreement.

Global 500 REIT - \$1.2M Oppty.

- Led full sales cycle from prospecting to demo and final negotiation that led to closing a land and expand deal. Worked with prospect to prove out value in data analytics platform

City in South Florida - \$26K Land

- Worked with city to improve data collection through software analytics platform for smart city initiatives.

## ACHEIVEMENTS

Q1 2020: 124% Sales Quota Attainment

Q4 2018 : 115% Sales Quota Attainment

2016 - 114% Sales Quota Attainment.

2014 - 139% to Quota; Q1 Top in District

Q4 2019: 108% Sales Quota Attainment

Q3 2018 : 141% Sales Quota Attainment

2015 - 109% New Sales Quota Attainment

2013 - 173% to Quota; Ranked top 5% in Region.

## EXPERIENCE

### SCALYR

February 2019 - May 2020

Solutions Consultant - DevOps

San Francisco, CA

Account manager and consultant for log management and monitoring vendor at series A start-up.

- Managing technical sales cycle from demo, POC planning and tech evaluation.
- Supporting discovery and new business meetings with VPs of Engineering, SREs and DevOps.
- Navigating complex deals with multiple stack holders - building champions and executive buyers.

### MOTIONLOFT

November 2017- February 2019

Sales Engineer

San Francisco, CA

Sales executive and pre-sales engineer driving analytics SaaS sales at pre-series A startup.

- Delivered demos, provided technical guidance and handled Proof of Value requirements.
- Closed new business with average deal size ranging \$5K-\$100K

### ITELECOM

September 2016 - November 2017

Channel Manager - VoIP, SD-WAN, Cloud / XaaS.

Los Angeles, CA

Partner manager to 30+ MSPs, VARs and telecom resellers.

- Delivered \$847K in new Master Agent revenue.
- Coordinated external solutions across multiple vendors to meet end-user deliverables.

### SPRINT

May 2015 - August 2016

Account Executive - Indirect Channels

Los Angeles, CA

Field manager to 40-70 indirect retailers.

- Led region in new activations - FY 2016 by on-boarding, coaching and training new dealers.
- Orchestrated sales-enablement activities and competitor playbook to acquire new customers.

### VERIZON

January 2011 - April 2015

Mid-Market Account Executive

New York, NY

- Generated \$650K+ in new deals and expansion across wireless, cloud, broadband, IoT/ telematics, MDM and flagship FiOS solutions.

## PROFESSIONAL NETWORKING

### TECH CONFERENCE GO-ERS

[meetup.com/Tech-Conference-Goers](https://www.meetup.com/Tech-Conference-Goers)

Organizer of professional networking events at tech conferences.

100+ member of software developers, engineers and practitioners in San Francisco.