

# Solutions Engineering & Cloud Security Leader

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Dublin, Ireland | Cloud | Security | SASE

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## Professional Profile

Senior Solutions Engineer with over 20 years of experience across cloud infrastructure, networking, security, and pre-sales leadership. Designing and delivering secure, scalable cloud and Zero Trust architectures for enterprise customers. Background in data integrations, observability, and monitoring using platforms such as Datadog, SIEM, and MDR solutions. Trusted advisor to customers and partners across EMEA.

## Professional Experience



**– Solutions Engineer Manager | Jun 2023 – Present | Dublin, Ireland (Remote)**

Obtained strategic partnership with Cloudflare as a certified Authorized Services Delivery (ASD) provider, delivering cybersecurity WAF, SASE and Zero Trust architectures including secure remote access, protected browsing, and application security. Including log ingestion, alerting, and threat response workflows. Support data integrations and observability like Datadog, New Relic for monitoring metrics, logs, and security events and Proficio for MDR.

Design and delivery of bespoke cloud and security solutions built on Noraina's infrastructure hosted within Equinix data centers. Act as technical authority for complex customer engagements, aligning architectures with business, security, and compliance requirements, along with a backup and disaster recovery solutions using Wasabi immutable storage integrated with Veeam and other enterprise platforms.

Ensure solutions are available through AWS and Azure Marketplace to simplify procurement and deployment.



**– Sales Solutions Engineer | Apr 2021 – Jun 2023 | Dublin, Ireland (Hybrid)**

Provided technical pre-sales support including demonstrations and proof-of-concept engagements for Mobile Device Management (MDM) solutions. Supported sales teams across UK, South Africa, Israel, Ireland, and the Netherlands, translating customer requirements into scalable technical solutions.



**– Account Executive Iberia | May 2019 – Apr 2020 | Dublin, Ireland**

Developed Southern territories. Achieved targets in three of the final four months. Handled technical integration involving Salesforce, Zendesk, & Microsoft platforms, delivering tailored demonstrations and supporting customer onboarding.



**- Technical Sales Executive | Jan 2018 – Apr 2019 | Dublin, Ireland**

Managed sales for Spanish and UK markets for a SaaS intelligent finance solution. Defined SOWs, RFIs, data import processes, and Salesforce marketplace integrations.

Delivered technical and business-focused demonstrations while managing pipeline, forecasting, and collaboration with marketing teams.



**- Sales Solutions Engineer | Aug 2015 – Jan 2018 | Dublin & Manchester**

Supported sales across Ireland and the UK delivering cloud and on-premise contact centre solutions. Led product demonstrations, RFIs, SOWs. Specialist in Real-Time Speech Analytics (RTSA), PostgreSQL upgrades, and workforce management tools.



**- Telecom Managed Services | Apr 2015 – Aug 2015 | Dublin**

Managed large corporate accounts, resolving network connectivity issues while maintaining SLA levels. Worked primarily on Dublin City Council-related services.



**- Network Engineer | Oct 2014 – Apr 2015 | Dublin**

Delivered network standardisation to meet security / PCI-DSS compliance. Worked with VMware vSphere, Cisco routing / switching, Fortinet, F5 LB, and SolarWinds monitoring.



**- Networks & Systems Administrator | Mar 2014 – Oct 2014 | Dublin**

Managed / Monitor enterprise networks & ICT systems including Cisco, Juniper, Fortinet VPNs, Sophos, Active Directory, Exchange, VMware, and Veeam backup and recovery.



**- Network Engineer / ICT Engineer | Mar 2002 – Dec 2013 | Dublin**

ICT Engineer to Network Engineer supporting & monitoring systems. Led WAN, LAN, wireless, and network projects, supported acquisition integrations.

## **Education / Licenses & Certifications**

**The Open University | 2006 – 2010** Diploma of Higher Education in ICT.

AWS Certified Solutions Architect – Associate (SAA-C02) / Microsoft Azure Fundamentals  
Microsoft Certified Power Platform Fundamentals / Microsoft Certified Dynamics 365 /  
Kubernetes / Diploma in Digital Marketing – DMI / Python Django / CCNA