

Tony DeGonia

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SUMMARY

A dynamic and experienced Senior Sales Engineer with a proven track record in delivering exceptional results. Possessing extensive knowledge in IT infrastructure, public cloud, cybersecurity, and networking, I have become a trusted advisor to many customers. Collaboration is key to success, and I excel at collaborating with vendors and cross-functional teams to design and deliver professional services that adhere to best practices. My technical expertise enables me to streamline processes and reduce implementation time, resulting in an average of 25% reduction in deployment time. At the same time, my network and security design knowledge allows me to easily design and implement complex networks, significantly improving efficiency and employee productivity. As an articulate and persuasive communicator, I have a talent for simplifying complex technical concepts and presenting them to diverse audiences. This, combined with my exceptional interpersonal skills and confidence, allows me to inspire and influence customers, leading to increased customer loyalty and sales. Organized and detail-oriented, I have mastered problem-solving and always focused on delivering customer value. I have been named a subject matter expert in various domains, and my ability to deliver results has earned me a reputation as a go-to person for solving complex problems.

EXPERIENCE

IBM Security, Remote

Apr 2023 – Oct 2023

Senior Technical Product Marketing Manager - QRadar Suite (Global Business)

- Crafted a Level 300 technical how-to video package for QRadar SOAR, including a 1-hour demo video, a long-form technical presentation, and multiple 2-page semi-technical presentations. This package effectively conveyed the power and effectiveness of IBM Security QRadar Suite, leading to an increase in product demonstrations.
- Collaborated on a strategic plan with details for a video series on the power of IBM Security QRadar Suite, resulting in a significant % uptick in video content consumption of 35%, resulting in a 15% increase in product demonstrations.
- Successfully demonstrated the IBM Security QRadar Suite to 500+ visitors at Cisco Live 2023, generating 3X the lead production expected by marketing leadership.

Fortra/Alert Logic, Remote

Feb 2022 – Dec 2022

Principal Technical Product Marketing Manager (Global Business)

- Mobilized global sales channels with technical product marketing support, including public speaking, competitive review, and technical review, specializing in MDR offerings to shorten the sales lifecycle by better educating customers.
- Developed a 12-pg guide evaluating Alert Logic and competitors, highlighting strength and weakness differentiators in MDR services, resulting in two large-scale opportunities closing within 30 days of publication, adding ~\$100K MRR.
- Successfully presented to over 150 visitors on cybersecurity compliance at AWS regarding Inforce 2022, resulting in 1.5X lead generation from the previous year's efforts.

AT&T Cybersecurity, Remote

Oct 2018 – Feb 2022

Senior Sales Engineer 3 & 4 – Global Business (Global Healthcare & Public Sector)

- Led POCs for MTDR across 24 states, resulting in ~\$14.1 M or 154%/quota in sales and earning Diamond Club honors.
- Created complex cybersecurity solutions while collaborating with PM, sales, ops, legal, marketing, and leadership, adding \$75M in revenue from 2018 to 2022.
- Designed complete architectural drawing for the AT&T Cybersecurity product portfolio, enabling sales teams to explain the product portfolio while reducing the sales cycle by 25% and increasing upsell by 40% across all sales teams.
- Working with web developers and the sales engineering teams to develop new processes using Salesforce to track customer sizing with easy-to-use web apps, enabling the sales teams to improve MTDR sizing by 50%.

IndigoVision, Ltd, Remote

Aug 2017 – Feb 2018

Senior Sales Engineer 3 (Southeastern Region)

- Uplifted sales revenue by 300% YoY with enterprise companies in a newly created Southeastern US regional market.

- Trained and certified 50+ Technical Partners/Systems Integrators across the U.S. in networking, deployment, and sales disciplines, resulting in 3X growth in strategic partners across the Southeast.
- Worked closely with strategic partners to attain the proper certifications, reducing the number of non-camera system-related support calls by 30%.
- Collaborated with global sales and technical support teams to track customer sizing, solutions design, and technical architecture drawings for creating bills of material and proposals.

WatchGuard Technologies, Inc., Remote
Senior Sales Engineer (TOLA Region)

Jan 2016 – Jan 2017

- Exceeded revenue goals of \$6.3mm in revenue, achieving 104% of quota, helping the TOLA team reach #2 in the US.
- Constant development of advanced UTM Firewall and secure wireless solutions for 5 to 10,000 users with SMB and Enterprise segments, addressing numerous customer security challenges while simplifying the ease of use of the customer's security solutions.
- Evangelized WatchGuard's UTM Firewall capabilities to potential partners and customers at 50+ security events and spoke at several events on the Main Stage to 100+ existing and potential customers.

EDUCATION

American Intercontinental University, Online
 Bachelor Of Fine Arts – Visual Communications & Digital Design - GPA: 3.55

CERTIFICATIONS

PALO ALTO NETWORKS Accredited Systems Engineer (PSE): Associate Foundation Accreditation

PALO ALTO NETWORKS Accredited Systems Engineer (PSE): Foundation Accreditation

ALIENVAULT Certified Security Engineer - AVSE

COMPTIA Security+ (Coursework & 30 Hrs. CPE Complete)

AWS Certified Solution Architect – Associate (Coursework Complete)

INDIGOVISION Certified System Engineer

INDIGOVISION Certified System Trainer

WATCHGUARD Firewall Essentials Engineer Certification

WATCHGUARD Policy Management Engineer Certification

TRAPEZE Wireless Certified Wireless Engineer

TRAPEZE Wireless Certified Wireless Planner

DELL Certified Managed Services Provider

DELL Certified Managed Services Planner

SKILLS & INTERESTS

Technical Skills: Adobe Creative Suite, Automation, AWS, Azure, Hybrid Cloud, Cloud Services, Cybersecurity Compliance, Compliance, Defense, Defense in Depth, Cyber Defense, Engineering, MS Visio, Operations, Problem-Solving, Technical Presentations, Time Management, Trends, Market Trends, MITRE Framework, Industry Trends, SaaS, PaaS, IaaS, SOaaS, Vendor Management, Vendor Enablement, Windows, Mac OS, OmniGraffle, VMWare Fusion, Salesforce, Statement of Work, SOW, Bills of Materials, BOM

Sales Skills: Account Management, Business Requirements, Business Value, Demos, Empathy, Interpersonal Skills, Leadership, MS Excel, MS PowerPoint, MS Word, Pre-Sales, RFPs, RFI, RFQs, Sales, Sales Cycle, Sales Techniques, Sales Processes, Sales Strategy, Salesforce, Quota Attainment, Quota Management

Manufacturer Experience: AT&T/AlienVault, IBM, Palo Alto Networks, WatchGuard, Fortinet, CheckPoint Software, Cisco, VMWare, Microsoft Azure, AWS

Technology Experience: Switching, Routing, Firewalling, SIEM, SOAR, MDR, XDR, TDR, Endpoint, Threat Management, Networking, Project Management, XaaS, Security Architecture, Software Define Networking, SDN, Software Defined Wide Area Networking, SD-WAN, Virtualization, Cloud Services, Active Directory LDAP,

Regional, national, and international travel is acceptable. Travel up to 75% is acceptable.