

MARCO A. MARQUEZ

PERSONAL

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Email: marco.marquez.b@gmail.com
Nationality: United States of America
Visa: EU Blaue Karte (EU Blue Card)
Date of Birth: June 1st, 1987

EDUCATION

WU University of Economics and Business. *Vienna, Austria* 2016-2018
Masters in Business Administration (MBA), *Graduated with Honors*

U.C. Berkeley, College of Engineering. *Berkeley, CA, USA* 2005-2009
Bachelor of Science, Computational Engineering Science
Member: Hispanics in Engineering & Science (HES), RAZA

Università degli Studi di Siena. *Siena, Italy* May-August '09
Focus: Italian Language & Culture

Southwest High School. *El Centro, CA, USA* 2001-2005
High School Diploma (GPA: 4.3, Top #3 students out of 500)

PROFESSIONAL EXPERIENCE

Kong Inc. Vienna, Austria. *Senior Solutions Architect* Aug '17 - Present

- Top global solutions architect, by revenue, for the last two fiscal years (2019 and 2020)
- Worked side-by-side with the sales team, identifying, qualifying business opportunities with focus on the technical needs of the customer
- As the first Go-To-Market Kong employee in the EU, was directly responsible for starting and growing the business in Europe. A business that now amounts to a 13.5+ Million USD (ACV) business
- Created and taught on-site training and web-based training for European and Latin American customers and partners
- Imparted live demos of Kong's API Gateway in order to show value of the product and meet prospect's business requirements
- Worked with the Kong's Product and Platform team as the technical liaison. I voiced customer's and prospect's requests, which directly affected Kong's roadmap.
- Participated in many API-focused events (such as AWS Reinvent, AWS Summits, API Days), at times as a speaker

New Relic. San Francisco, CA. *Technical Partner Manager* Oct '15 – Sept '16

- Acted as a dedicated service-side point of contact for New Relic's API Dev Partners
- Lead the technical arm of the Business Development / Channels team for the company
- Built an integration between Salesforce and New Relic Insights which gathers team's financial metrics so that the executive team has access to the channel's sales metrics
- Conducted high-impact services including customized product trainings, account reviews, feature request prioritizations, and on-site visits.

New Relic. San Francisco, CA. *US & Lat-Am Sales Engineer* Apr '14 – Oct '15

- Led the Lat-Am technical sales engineering team that increased revenue in the region by 125%.
- Directly contributed to 1.4M+ USD in new ARR within my first two quarters
- Complemented sales relationship as a technical consultant during pre-sales, implementation, and post-sales phases for enterprise class SaaS product
- Liaised with Sales and Marketing departments to perform onsite and web demonstrations of new products and services to customers as well as Sales Executives

- Box. Los Altos, CA. Senior Technical Consultant** Aug '12 - Apr '14
- Lead technical design and architecture of what was Box's biggest account, Schneider-Electric.
 - Provided business, advisory and technical skills to Box's most amazing and important customers.
 - Designed and implemented systems that included object/data modeling, workflow design business logic programming. Solved other technical and business problems as driven by customer requirements.
 - Produced client deliverables such as detailed design documents, unit test plans and well-documented code.
 - Trained, assisted & advised Sales Engineers reviewing technical documents, researching and developing deal proposals.
 - Worked with the Box's Product and Platform team as the technical liaison. I voiced customer's requests, which directly affected Box's roadmap.

- Planisware USA, San Francisco, CA. Tech Consultant II** Oct '09 - Aug '12
- Developed OPX2, shell and JS scripts & webpage views for senior management.
 - Authored and performed Developer & Sys. Admin technical training for Roche. These trainings were performed in the US, UK, Switzerland and Poland.
 - Developed shell scripts that reduced time spent monitoring error reports, migrating server environments and running commands in multiple Linux servers by 90%.
 - Executed test scripts and solved bugs to ensure successful product deployment for Genentech, Hoffmann-La Roche & Alcon, Inc.

- Dept of Human Development, UC Berkeley. System/Network Admin** 2006-2009
- Implemented, monitored, managed and supported software, network and NAS.
 - Identified and recommended where new technologies could benefit the college or staff operations.
 - Created user manuals and provided tech support sessions for new employees.

- Goldman Sachs, Jersey City, NJ. Network Desktop Solution Intern** May-August '08
- Improved inventory control capabilities by developing scripts that would detect where there were farms that were risking the business continuity program.
 - Held multifaceted responsibilities to configure, install and administer Citrix XP VMWare ESX "cloud" server farms.

- Goldman Sachs, San Francisco, CA. Technology Intern** May-August 2007
- Provided tech support to over 500 business associates in person and by phone
 - Helped revamp the infrastructure within the SF office. This resulted in the increase of service, performance and customer support while decreasing the maintenance costs.
 - Designed and implemented a file integrity system for Prod and UAT environments.

AWARDS

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- Awarded New Relic's Sales Engineering "Exceptional Performance" recognition for 3rd Quarter, Fiscal Year '15
 - Awarded New Relic's Sales Engineer "Above and Beyond" recognition for 1st Quarter, Fiscal Year '16
 - Was part of teams that were crucial to take two companies, Box and New Relic to their Initial Public Offering (IPO).
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LANGUAGES

English. Native Tongue. Full written and oral proficiency
Spanish. Native Tongue. Full written and oral proficiency
German. Professional working proficiency
Italian. Basic proficiency

**CONTINUED
EDUCATION**

City College of San Francisco (GPA: 4.0) 2010-Present
Ownership & Operation of Small Businesses, Network Fundamentals, JavaScript, PHP, Shell Scripting, Photography

**TECHNICAL
SKILLS**

Windows	Mac	Unix/Linux	FreeBSD
JavaScript	Shell Script	Java	Visual Basic/VBScript
Ruby/RoR	LISP (Scheme)	HTML	Obj. C/iPhone Dev PHP
MySQL/Oracle	AMPL	SSH/SCP/FTP	OPX2 Script

OTHER SKILLS

- Able to work independently or in a group where deadlines can be stressing
- Able to adjust to different tasks on a short period of time
- Good communication skills, both oral and written
- Friendly and patient personality