

David Coe

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Solutions Engineer Pre-Sales Engineer - Technologist

I am a highly motivated and innovative professional with over 17 years of experience in the technology and marketing sector. My experience includes a comprehensive blend of cross-industry knowledge, including technology consultative sales & support and software development. An action-oriented professional who possesses a strong entrepreneurial mind set, has excellent leadership, communication, presentation and problem-solving skills.

AREAS OF EXPERTISE

<ul style="list-style-type: none">• Pre/Post Sales Support• Solutions & Consultative Sales• Trusted Advisor• Excellent Customer Presentation skills	<ul style="list-style-type: none">• Initiative and Committed• Team Leader & Mentor• Design and Implement• Remote Installation and Support
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PROFESSIONAL EXPERIENCE

Odaseva

8/2023 – 3/2025

Senior Solution Engineer

- Sales Engineering & Solutioning: Provide consultative pre-sales support, aligning Odaseva's data management solutions with customer needs.
- Stakeholder Engagement: Develop tailored solutions, ensuring seamless integration into complex Salesforce environments.
- Pillar Lead & Mentorship: Lead Gov Cloud SE, partner enablement, university programs, new product testing (Multi-Org Insights), and mentor junior SEs.
- Product Demonstrations: Deliver compelling, audience-specific demos showcasing Odaseva's capabilities in backup, archiving, and compliance.
- Industry & RFP Leadership: Represent Odaseva at industry events and respond to technical RFPs with precision and clarity.

Salesforce

9/2021 – 7/2023

Lead Solution Engineer

- Demo Engineer / Content Creator (Solution Kit) / Webinar & Trade Show Presenter / Pillar Lead / Demo Org Lead / Product Spotlight Lead
- Support the following industries: Financial Services / Health and Life Sciences / Retail Consumer Goods
- Salesforce Certified in the following:
 - Salesforce Maps (Lead for Advanced) / Territory Planning / Revenue Intelligence / Sales Planning
- Created industry-specific Consensus demo videos showcasing solutions to build pipeline
- Maintained and implemented team dashboards to enhance operational efficiency and productivity

Geopointe

1/2017 – 9/2021

Senior Sales Engineer (Salesforce Partner)

- Main point of contact for Pre-Post sales / Services Opportunities / RFP respondent
- Webinar / Trade Show Presenter
- Salesforce admin / Pilot / POC (Proof of Concept) / Implementation & Trainer
- Partner enablement / Demo Expert
- Mentoring Sales Team including; Training & Demo Environments

- Developed certification program for Partner & Sales team

Applause

1/2016 – 1/2017

Senior Sales Architect – West

- Partner with sales team during initial pitch and presentation calls to educate customers on the service
- Work closely with prospects to review testing requirements and help develop proposals and pricing including SOW to meet their needs utilizing our services
- Establish technical relationships and be the trusted advisor through the sales process.
- Responsible for development and delivery of product demonstrations and POCs
- Perform product demonstrations for prospects, customers and partners
- Work with product team regarding enhancements to our platform and other applications

Perfecto Mobile

1/2014 – 12/2016

Senior Sales Engineer - West

- Demo Magician / Pre-Sales Support
- Custom demos and prototypes
- Identify additional opportunities for expansion within existing accounts
- Remote installation and COE (Center of Excellence) support
- Support marketing activities such as webinars and trade shows

Software: Selenium web driver and XPath | CI servers: (Jenkins / TeamCity / Bamboo / Microsoft TFS) | Eclipse IDE | Microsoft Visual Studio and Team Foundation Server | HP QTP/UFT

Ricoh Americas Company

05/2011 – 07/2013

Senior Sales Engineer, Cloud Strategy

- Support Pre/Post/POC implementations from start to finish
- Create documentation and train field engineers on initiatives
- Provide feedback to developers
- Develop and test mobile applications and software
- Drive projects and products that enhance mobility solutions offerings
- Attend and speaking at trade shows and industry conferences
- Create training manuals and train field engineers at mobility solutions

Software/Hardware: Windows Servers, AD/LDAP, Exchange, VMWare, SMTP, TCP/IP, Visio

Technology Portal Manager

03/2007 – 05/2011

- Manage the entire environment of the showroom to maximize the ability of Ricoh entities to present and close business for their respective business units (direct & indirect)
- Communicate with each key group (Hardware/Software/Services) to effectively position Ricoh solution-based products as a preferred provider over the competition in the multi-state market
- Provide detailed reports of usage and customer satisfaction of the “Solution-Showroom” experience, and of closed business associated with showroom activity and of demonstration activity
- Provide ongoing pre-sales support, sales training, opportunity analysis and proof-of-concept demonstrations for all Ricoh sales channels

Canon Business Solutions

07/2004 – 03/2007

Senior System Analyst

Cardinal Health

09/2002 – 06/2004

System Specialist of Pyxis and Vistant Technologies

EDUCATION

San Francisco State University, 1996-2000

City College of San Francisco, 1994-1996