

Patrick *McNaught*

CYBERSECURITY SOLUTIONS · FIELD & DEMO ENGINEER · BUILDER

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RESUME SUMMARY

Fifteen years in cybersecurity pre-sales, most of it spent making technical complexity legible to people who buy it. Hands-on with LLMs, full-stack development, and homelab infrastructure alongside the day job. MBA in business and data analytics. Thrives in the whiteboard session before the POC, the competitive question nobody prepared for, and every moment between first demo and closed deal.

EDUCATION

Master of Business Administration
University of New Hampshire

BA, Communications
Plymouth State University

PROFESSIONAL EXPERIENCE

- Aug 2025 – May 2026 **Senior Solutions Engineer** | BigID · Boston, MA (Remote)
Led technical pre-sales for BigID's data security and AI governance platform, delivering executive demos and POVs across enterprise environments. Built applied expertise in AI risk discovery, data classification, access intelligence, and DSPM for safe AI adoption.
DSPM AI governance data classification POV delivery GTM messaging
- Nov 2024 – Aug 2025 **Senior Sales Engineer** | Concentric AI · Boston, MA
Drove adoption of data security platform across structured and unstructured data. Led POVs, built outcome-based presentations, and shaped roadmap and messaging from customer insights.
data security enablement roadmap influence vertical targeting
- Jan 2024 – Nov 2024 **Senior Sales Engineer** | Cyera · Boston, MA
Evangelized DSPM platform across AWS, Azure, M365, and GCP. Delivered demos, POVs, and cloud deployments; created scalable technical collateral and demo scripts.
DSPM AWS Azure GCP M365
- Apr 2020 – Dec 2023 **Senior Solutions Architect** | Anomali · Boston, MA
Drove threat intelligence adoption via tailored demos and workshops. Shaped product direction, mentored junior SEs. Deep GuidePoint partnership resulted in a \$2.1M enterprise win over three years.
threat intelligence mentorship channel \$2.1M win
- 2018 – 2019 **Sales Engineer** | Recorded Future · Boston, MA
- 2016 – 2018 **Field Sales Engineer** | Varonis Systems · Chicago, IL
- 2015 – 2016 **Senior Sales Engineer** | Veritas Technologies · Chicago, IL
- 2010 – 2015 **Sales Engineer & Account Manager** | Symantec · Springfield, OR

TECHNICAL SKILLS

Languages

Python, JavaScript / TypeScript, Node.js, Bash

Frameworks

FastAPI, React, Vite, React Query

AI / LLM

Claude (Vision, API), AWS Bedrock, Ollama, Aider, MCP

Cloud & Infra

AWS (Lambda, EC2, Bedrock), Docker, Kubernetes, Proxmox, Tailscale

PARTNER & ALLIANCE EXPERIENCE

Reseller Relationships

In-region SE for GuidePoint, Trace3, Optiv, WWT, SHI, CDW, and Insight. Deep GuidePoint relationship including a \$2.1M enterprise win.

Distribution

Indirect motion through Carahsoft, TD Synnex, and Ingram with SLED-focused enablement.

Technology Alliances

Joint demos and co-sell with Splunk, Snowflake, Microsoft, AWS, Google Cloud, Palo Alto Networks, and CrowdStrike.

Enablement & QBRs

Speaker at partner conferences; recurring SE contributor to vendor-partner QBRs covering roadmap, pipeline, and partnership health.

PROJECTS & TECHNICAL WORK

Python · FastAPI
· React · Claude
Vision · CUDA

Pokémon Card Scanner Pipeline

Multi-modal Claude Vision pipeline batch-processing physical card scans to a TCGPlayer-ready CSV. TWAIN hardware bridge, GPU fallback (RTX 3080 Ti), OpenCV processing, real-time SSE frontend.

Python · AWS
Lambda · Bedrock
· Serverless

eBay Listing Generator

Serverless pipeline generating AI-written descriptions via Bedrock and auto-publishing live eBay listings. Lambda-to-Lambda orchestration, eBay Inventory API v1, OAuth auth.

Proxmox · Docker
· Ollama · MCP

OpenClaw Agent Framework & Homelab LLM Infrastructure

Self-hosted Proxmox AI environment running OpenClaw agent framework, Ollama, Aider, and MCP tool-augmented workflows. RTX 3080 Ti via PCIe passthrough.