

TROY WHITNEY

Developer-Centric Technical Leadership

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SUMMARY

I'm a senior leader with expertise in technical sales, AI red teaming, AI runtime security, LLM workflows, and agentic security. My experience spans SaaS solutions in software development, security, and physical operations. I've been a consistent and top 1% performer driving product direction and increased revenue from growth start-ups to enterprises.

SKILLS

Python, REST APIs, AWS Bedrock, AWS Lambda, LLM/Agent Frameworks, AI Security (OWASP LLM Top 10, MITRE ATLAS, NIST AML), Cisco AI Defense for AI red teaming, AI guardrails, and MCP agentic security.

LEADERSHIP EXPERIENCE

Cisco Systems – AI Defense

Director, Solutions Engineering 2026

- Lead a global team of highly specialized pre-sales engineers focused on AI security
- Accountable to executive leadership on successful activations of sales trials, integration of new product features into the sales process, and trial conversion to sales revenue
- Engage engineering-led buyers on developer-focused AI security toolchains, including evaluation against OWASP, MITRE, and NIST AI standards

Senior Solutions Engineer 2025

- Won the first enterprise customer of Cisco AI Defense with a hard-fought proof-of-value including custom python API code I developed to close feature gaps
- Pioneered new sales demos for AI Runtime guardrails via an interactive web app with easy-to-understand, step-by-step graphics of the AI prompt/response traffic inspection
- Developed a comprehensive presales qualification and trial scoping framework that is now used to plan and execute all proof-of-value initiatives

BWR Innovations and Oncore Microgrid (15 Employees, Seed Stage)

Vice President, Solutions Engineering & Technical Sales 2024

- Owned the analysis of product market fit, target use cases, cost/benefit value points, go-to-market sales messaging, and SWOT analysis of technical solutions
- Created presales engineering tools to right-size proposals with optimal components, enhancing sales effectiveness and documenting financial ROI to sales prospects

Samsara (1,700 Employees, \$200M Revenue)

Technical Sales, Fleet & Physical Operations 2022 - '23

- Established a new MN territory with sales pipeline of 4x quota, demonstrating skills in successful territory development, customer relationships, and account management
- Partnered with the regional director to launch the Central Enterprise Sales Team, sharing my prior Samsara knowledge and laying a foundation to drive revenue growth

Network.toCode (100 Employees, \$10M Revenue) (Growth Equity Acquisition)

Vice President, Transformation Solutions & Sales Engineering 2021 - '22

- Drove 50% of company revenue, led the Transformational business unit with direct and indirect leadership of half (50/100) the staff of network automation professionals
- Spearheaded the development of a new services portfolio with sales strategies for network automation-as-a-service, driving the largest multi-year & multi-million-dollar revenue opportunities with Fortune 500 sales prospects

Senior Director of Client Services, Transformation 2020 - '21

- Bootstrapped a team of 10 NetDevOps consultants on a critical \$6M, 2-year services contract with high visibility at a Fortune 250 leader in the financial services industry

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SKILLS

🏠 Strategic Planning

- Persistent focus on customer needs, solution gaps, and feature development
- Purpose-driven, outcome-based, “why are we here” decision maker
- Coach teams to find creative but simple solutions for complex problems
- Pragmatic to solve for today's challenges while building for tomorrow's needs

👥 Relationships & Culture

- Understanding customer motivations through long-term relationships & trust
- Hands-on experience hiring and scaling teams for the rapid growth of startups
- Relentless focus on culture, recruiting and developing the right people for long-term, sustainable success

🔧 Hands-on Technical Acumen

- Building solutions in physical operations that are critical to America's resurgence in industry and manufacturing
- Software as a Service (SaaS), Kubernetes, Docker, Python, Serverless
- REST APIs, Embedded Systems, Internet of Things, Streaming Data
- Cisco Certified Internetwork Expert

📄 Clear/Concise Communication

- Tailored style for the target audience
- Coach for interactive and informative demo discussions (vs. static content)
- Close collaborator with internal teams from engineering, product, marketing to customer support – one team!



Samsara (700 – 1,700 Employees, \$100M Revenue)

(\$10B IPO as NYSE:IOT)

Manager, Sales Engineering – North America & Canada

2019 - '20

- Direct driver to 185% YoY revenue growth as the #1 Enterprise sales region, driving substantial sales performance, surpassing sales targets, and contributing to the company's accelerated growth trajectory pre-IPO
- Key contributor to Samsara's growth and success, helping scale the team from 700 to 1,700 employees in just 12 months by driving large-dollar deals and strengthening pre-IPO positioning with Enterprise account adoption
- Fostered a high-performance culture by coaching the SE team on delivering impactful product demos and leading technical discovery conversations that identified key customer needs and drove solutions-oriented sales strategies
- Authored and deployed Python API scripts hosted on serverless AWS Lambda to address gaps in product features, enhancing product functionality and supporting sales with more complete solutions for customers – winning more deals

ThousandEyes (100 Employees, \$75M Revenue)

(\$1B Cisco Systems Acquisition)

Manager, Sales Engineering – North America

2017 - '18

- Recruited, trained, and managed half the company's Sales Engineering (SE) team, focusing on team development and ensuring alignment with regional and organizational sales goals
- Delivered 72% YoY revenue growth in region, consistently expanding market share and driving revenue in a highly competitive market
- Led several key initiatives, including the development of sales best practices and the creation of repeatable solution architectures, improving the SE team's ability to scale and deliver consistent, high-quality technical solutions

INDIVIDUAL CONTRIBUTOR

ThousandEyes

Senior Solutions Engineer

2016 - '17

- Surpassed 90% of annual revenue goals in just six months, leveraging strong sales strategies to quickly establish a dominant presence
- Created custom Python API integrations to backfill missing product features and tailor solutions to surpass customer requirements

Cisco Systems

Senior & Consulting Systems Engineer

2005 - '15

- 205% sales attainment, \$20M+ revenue year, multiple awards for my approach to business value and technical discovery conversations
- Top Graduate of 12-month Cisco Sales Associate Program and achieved Cisco Certified Internetwork Expert (CCIE) certification

NASA Johnson Space Center

Aircraft Avionics & Electrical Engineer

2000 - '05

- Lead Electrical Engineer on NASA's T-38N fleet of Astronaut Training Aircraft, overseeing the design, integration, and testing of critical avionics systems for astronaut training missions
- Contracting Officer Technical Representative (COTR) for a \$10M federal contract, managing technical oversight, ensuring compliance, and maintaining strong coordination with contractors to deliver on project milestones
- Senior Safety Reviewer and flight crew member for experiments conducted aboard the KC-135 micro-gravity research aircraft, ensuring safe and effective execution of experiments in a challenging 2G/0G cyclical environment

EDUCATION

North Dakota State University

- Electrical/Computer Engineering, BS, GPA: 3.9
- Three-time participant, NASA Cooperative Education, Johnson Space Center
- Three-time nominee and award winner, prestigious NASA Coop Achievement Award for outstanding engineering contributions

PUBLICATIONS

Using a Robot Control Architecture to Automate Space Shuttle Operations, R. Peter Bonasso, David Kortenkamp, and Troy Whitney
Innovative Applications of Artificial Intelligence Conference, IAAI 1997

Conditioning Tool for Persons with Nervous Disorders, Jeremy Zeltinger, David Thompson, and Troy Whitney
National Science Foundation, Engineering Senior Design Projects to Aid Persons with Disabilities, 1999