Marco Boffo

Sales Engineer / SA

Extensive experience in software, cloud architecture and client-facing roles, specializing in technical sales, product demonstrations, PoCs and customer success in complex technical evaluations. Customer satisfaction is my priority so I blend my passion for bleeding edge technology with business strategy to give the best value.

Contacts

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Skills

Solutions Architecture
Kubernetes
Docker
AWS
GCP
Technical Sales Support
Client Communication
Keynotes
Linux
JavaScript
Business Workshops
Tech Workshops
IoT Solutions
Blockchain Solutions
Contentful Certified Professional
Team Coordination
Technical Leadership

Tools

VSCode, Git, Keynote, Google Suite, Office Suite, OBS, Figma, Jira

Presales Engineer and Solutions Architect

CrispyBacon, 2021 - Present

• Assist the sales team in finding technical solutions for clients, showcasing client-facing and presales expertise.
• Coordinate technical leader for system integration and estimate creation, demonstrating leadership and project management skills.
• Architect regional to global scale solutions in Webapps, IoT, Serverless and Docker, proposing cutting edge technologies, aligning with industry best practices and modern architectural standards.
• Build PoCs, reviewing cloud costs, plan software adoption ensuring efficient and scalable solutions that align with client objectives and budget constraints, demonstrating my ability to drive value through technology.

Lead Developer

Palazzina Creativa, 2019 – 2021

• Led the development of scalable web application, migrating to modern cloud-base environment.
• Standardized development processes using distributed technologies, showing my ability in process optimization and quality enhancement.
• Played a key role in team management and code quality improvement, highlighting leadership and technical supervision capabilities.

Solo Developer

Teatips.it, 2019 - Present

• Developed a fully customizable e-commerce platform, demonstrating skills in full-stack development and user experience design.
• Managed all aspects, from UX/UI, scalability, observability to marketing and business concepts, aligning with my strategic approach and ability to generate real world value for clients.

Lead Developer

Quamm, 2018 - 2019

• Rebuilt agency's internal and cloud infrastructure using modern technologies, showcasing my adaptability and technical acumen in cloud environments.
• Lead a dev team do improve JavaScript proficiency and microservice architecture knowledge, demonstrating team leadership and upskilling.

Other experiences since 2014 are mostly on full-stack software development.

Education & Learning

ITIS F.Severi - Informatics (2012)
• Advanced Java & PHP
• Networking and network management
• Databases, statistics

Contentful Certified Professional
Headless CMS

Open Source contributor
• Vue-Waypoint (Frontend Library)
• Acheeva (Hackaton Startup)