

# Chinmaya Chhatre

Solutions Engineer

Charlotte, NC  
(906) 231-5072  
[chinmaya.chhatre@gmail.com](mailto:chinmaya.chhatre@gmail.com)  
[LinkedIn](#), [GitHub](#)

**SUMMARY** Adaptable customer-focused Solutions Engineer with 6+ years of experience in **pre-sales** PoCs, technical discovery, and **post-sales** solution implementation. Skilled in AWS solution architecture, PoC automation, and observability, ensuring scalable and resilient systems. Proven track record of accelerating deal cycles, reducing onboarding time, and driving revenue impact. Passionate about translating complex technical concepts into business value to deliver high-impact SaaS solutions. [Check out my portfolio](#) for live demos, blogs, architecture breakdowns, and client success stories.

## EXPERIENCE

### Vectorflow, Charlotte, NC— *Solutions Engineer III*

(5/2023 to 03/2025)

Influenced new ARR by leading technical discovery, scoping PoCs, and aligning buyer needs using Salesforce CRM data across four \$250K+ enterprise wins.

Streamlined AI-powered identity-verification flows, slashing employee onboarding time 95% and rolling out a repeatable playbook adopted by 2 enterprise clients within the first quarter.

Spearheaded Dynatrace integration and SaaS onboarding initiatives to enhance real-user insights, strengthen API-driven observability, and reduce maintenance downtime by 20%.

### Apex Analytix, Greensboro, NC— *Implementation Engineer II*

(9/2020 to 4/2023)

Drove \$70K in one-time expansion by surfacing Procure-to-Pay bottlenecks during QBRs, leading to accelerated supplier onboarding and early-payment adoption.

Bridged Product, Sales, and Engineering to fast-track PoC feedback into the roadmap, cutting feature turnaround from 6 weeks to 3 weeks.

Partnered with Account Executives and Product teams to lead client technical discovery, SaaS integration planning, and enablement workshops, driving a 98% renewal rate.

### AlphaPoint, Charlotte, NC— *Site Reliability Engineer I*

(9/2018 to 3/2020)

Enhanced client engagement via Salesforce CRM consulting, raising satisfaction by 20% and driving 15% more cross-sell conversions.

Led post-breach IAM hardening, reducing unauthorized access risks by 40% and restoring client trust to prevent churn in a blockchain cryptocurrency B2B SaaS startup.

Presented AWS Lambda-based automated partial trade resolution workflows to clients, restoring confidence and preventing churn after critical trading failures.

## EDUCATION

MS Computer Science— Michigan Technological University (05-2018)

BE in Instrumentation Engineering – University of Pune (2015)

## SKILLS

### Pre-Sales Core

• Technical discovery & scoping • PoC / demo build & delivery • ROI / TCO storytelling • Competitive analysis & objection handling • RFP / RFI • Solution architecture design & sizing

### Post-Sales / Customer Success

• Onboarding & integration leadership • Training, enablement, and documentation • QBR & expansion strategy • Proactive monitoring / observability • Trusted-advisor relationship management • Tier-2 escalation & RCA ownership

### Tech stack:

Cloud / DevOps: AWS (Lambda, IAM, S3, Redshift) • Terraform / Ansible • GitHub Actions • Docker / Kubernetes

Languages / Integrations: Python • SQL • Bash • HTML • JavaScript • JSON • Java • REST API • GraphQL • ELK • Dynatrace • Zapier • Salesforce • Freshsales

## Certifications

[AWS Solutions Architect](#)

[Full MEDDPICC](#)

[Professional Scrum Master](#)