

# 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)