

CHINTAN PATEL

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SUMMARY

Accomplished and energetic Solutions Engineer with a proven track record in security, platform, and solution selling. Expertise in driving SASE adoption and architecting scalable, secure network solutions. Adept at translating complex business challenges into successful technical outcomes for customers and partners, driving significant revenue growth and competitive displacements.

SKILLS AND CERTIFICATIONS

- **Security & SASE:** Deep expertise in network security principles and solutions, including SASE architecture, firewalls, secure access, and threat management demonstrated through hands-on experience with the Cisco Firewalls, Secure Access and XDR solutions.
- **Core Networking:** Strong foundation in routing and switching - **Cisco Certified Network Professional Enterprise (CCNP)** and **Cisco Certified Specialist - Enterprise Core**.
- **Wireless Expertise:** Expert-level wireless/802.11 networks expertise - **Certified Wireless Network Expert (CWNE)**, Cisco Enterprise Wireless Design, Certified Wireless Network Admin, Design, Security and Analysis Professional.
- **Solution Selling & Technical Advisory:** Proven technical advisor with an exceptional ability to align complex, multi-product platform solutions with customer business objectives and drive deals to a technical win.
- **Network Automation:** Solid network automation and programmability background with Python (Requests, Pandas, Flask) to build custom solutions and integrations. Experience with creating MCP servers to allow AI models to have access to various automation tools to drive efficiency.

RELEVANT WORK EXPERIENCE

SOLUTIONS ENGINEER - AMERICAS PARTNER ORGANIZATION AT CISCO, CHICAGO, IL *SEP 2024 - PRESENT*

- Serve as the lead technical advisor for Cisco's strategic national partners, focusing on developing and executing a security-first technical strategy.
- Drive partner enablement and practice development around Cisco's platform strategy, with a strong emphasis on SASE, secure networking, and cloud-managed solutions.
- Architect comprehensive solutions that integrate multiple Cisco architectures (Security, Networking, Wireless) to solve customer challenges and drive significant growth.

SOLUTIONS ENGINEER - AMERICAS SERVICE PROVIDER AT CISCO, CHICAGO, IL

FEB 2023 - SEP 2024

- Specialized in architecting and selling Cisco's cloud-managed platform to Tier 2/3 Service Providers, focusing on secure, scalable solutions for their end customers.
- Successfully displaced key security competitors (e.g., Fortinet, Mist) by demonstrating the superior integration and security capabilities of the Cisco SASE and wireless platform.
- Drove major service provider adoption of Cisco's secure wireless solutions, resulting in multi-million-dollar technical wins and establishing new revenue streams.
- **Key Achievements:** FY24 Achiever Award; 40% YoY growth in FY23 & FY24.

INSIDE SYSTEMS ENGINEER AT CISCO MERAKI, CHICAGO, IL

FEB 2021 - FEB 2023

- Led technical sales strategy for US Commercial SMB in Texas, championing a platform-based sales approach.
- Spearheaded the technical sales cycle for a \$2.6M landmark deal, designing a comprehensive solution encompassing the full Meraki secure platform.
- Drove significant SASE adoption across the territory, educating customers and partners on the business and security benefits of a converged, cloud-delivered security model.
- **Key Achievements:** Cisco Achiever Award for FY22; Inside SE of the quarter in Q1FY22.

NETWORK SUPPORT ENGINEER AT CISCO MERAKI, CHICAGO, IL

MAY 2019 - FEB 2021

- Provided expert-level technical support for the complete Cisco Meraki platform, with a focus on security appliances (MX Firewall), secure wireless (MR), and endpoint management (Systems Manager).
- Designed and troubleshooted complex, secure network deployments for high-touch enterprise customers, ensuring robust security posture and high availability.

NETWORK SPECIALIST II AT WINDSTREAM ENTERPRISE, HAZELWOOD, MO

JUNE 2018 - MAY 2019

- Managed and secured a large-scale multi-vendor LAN/WAN environment, responsible for the configuration and troubleshooting of security and network devices (Cisco, Juniper, Aruba).
- Contributed to the security operations of the NOC by monitoring for threats and ensuring the integrity of over 35,000 network devices.

EDUCATION

Bachelor of Information Systems (2011-2015)

University of Tasmania | Hobart, Tasmania, Australia

Average Grade - Distinction+