

Introduction

I'm a Solutions Consultant with almost a decade of SaaS presales experience and 15 years in technical support. I help enterprise and mid-market customers connect technology with tangible business value. I'm skilled in delivering value-led demos, discovery sessions and tailored technical solutions across Financial Services, Education, Publishing, Media, Marketing and Retail.

I build trust with sales teams, partners and customers by focusing on outcomes, not features, aligning complex SaaS solutions to real-world business challenges. Experienced across CMS, CRM, MAM/DAM and Marketing Automation Platforms, streaming video and AI/ML-powered technologies, I bring a consultative, technically grounded approach to every engagement.

Core Competencies

Solution Engineering: Technical Discovery, Solution Architecture, PoC Delivery, Demo Development, RFP Management, MEDDPICC;

CRM & Sales Tools: Salesforce, HubSpot, JIRA, Confluence, Loopio, LucidChart, Miro, Aha!, Trello;

Data & Cloud: AWS, Azure, Google Cloud Platform, RESTful APIs, Data Integration, Data Migration;

AI & Analytics: Large Language Models (LLMs), Machine Learning, Automatic Speech Recognition, Analytics;

Development: Python (basic), SQL, JSON/XML, HTML, CSS, JS, GitHub, Identity Management (SSO, SAML2, Okta).

Professional Experience

08/2025 – present **PreSales Lead, Linius Technologies** **Remote, UK**

Linius is a cloud-native platform for sports and media, enabling content personalisation and data-driven audience engagement.

- Established presales function from scratch, defining technical sales strategy and customer engagement methodology;
- Bridge between Product and Sales, translating platform capabilities into customer-specific solutions;
- Cross-functional delivery: Account Management, Partner Relations, CRM (HubSpot) and Marketing alignment.

10/2020 – 08/2025 **Senior Solutions Consultant, Brightcove** **Remote, UK**

Scalable, reliable, and secure Enterprise Content Management System (CMS) for Video, Audio and metadata, processing millions of data points from streaming analytics, viewer engagement and CDN performance.

- Delivered 100+ personalised demos and dozens of technical evaluations annually, supporting enterprise pipeline across EMEA with deal sizes ranging £25K - £500K+ ARR;
- Led trials and proof-of-concept initiatives, demonstrating end-to-end workflows;
- Coordinated technical resources across Sales, Engineering, Professional Services and Partners to deliver tailored solutions;
- CEO Recognition Q3 2021 | 2021 EMEA Top Sales Engineer.

08/2019 – 10/2020 Solutions Consultant, [Speechmatics](#)

Cambridge, UK

Automatic Speech Recognition (ASR) platform leveraging ML models and LLMs for enterprise voice data processing.

- Guided customers through data preparation and ML model optimisation to maximise speech recognition accuracy;
- Supported technical evaluations across cloud (AWS, Azure, GCP) and on-premises deployments;
- Translated AI/ML capabilities into business value for technical and executive stakeholders;
- Demonstrated API integration and deployment options.

09/2016 – 08/2019 Solutions Consultant, [Imagen Ltd.](#)

Cambridge / London, UK

Enterprise video asset management platform helping organisations preserve, search and analyse media libraries.

- First Solution Engineering role: owned full presales cycle from discovery through technical close;
- Delivered technical demonstrations and solution presentations to executive and technical audiences;
- Contributed to post-sales success through customer training and adoption programmes.

Earlier Experience

- 05/2016 – 09/2016
Support Technician, [Cambridge Assessment](#), Cambridge, UK
- 09/2015 – 05/2016
Support Engineer, [Support Partners](#) / BBC, London, UK
- 01/2001 – 09/2014
Media Management & Application Support, [RTV Noord](#), Groningen, the Netherlands
Archive, MAM, DAM, Media & Broadcasting, Post-Production
- 01/2001 – 12/2012
Web Design & Digital Photography, Freelance
HTML, CSS, PHP, Adobe Photoshop, WordPress, OpenCart

Customer Experience

Built relationships across different verticals with SMB, Enterprise and Fortune 500 organisations, with experience in regulated industries where data governance and security are paramount.

Financial Services: Aon, HSBC, Jupiter Asset Management

Media & Entertainment: BBC Studios, Spotify, BFI, ATP Media, LADBible, Endemol Shine

Retail & CPG: MaxMara, Marni Group, La Prairie, Barbican

Sports: Formula One, Six Nations Rugby, EuroLeague Basketball, Champions Hockey League

Other: BP, NHS, Pfizer, ABB, Dubai Tourism, NatureScot

Education & Training

Project Management for Project Leaders (IPMA-D training) | 2013

Hanze University - Training for Professionals & Companies, Groningen (the Netherlands)

Library and Information Science (BA – not completed) | 1998 - 2000

Hanze University of Applied Sciences, Groningen (the Netherlands)

Retail Management, BTEC Level 3 equivalent | 1994 - 1997

Noorderpoort College, Groningen (the Netherlands)

Right to work

EU Settled Status (ILR) in the United Kingdom (Netherlands passport)

Languages

English (professional)

Dutch (native)

German (basic)

Location

Cambridge, UK - happy to travel to London office and customer sites.