HANNAH WEISS

SENIOR SOLUTIONS ENGINEER

CONTACT

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SUMMARY

Senior solutions engineer with 9 years in cloud infrastructure, the last 6 in pre-sales for monitoring and observability software. Designs deployments on AWS, Azure, GCP and Kubernetes for engineering leaders, runs proofs of value that turn into multi-year contracts, and coaches newer engineers on discovery and demos.

SKILLS

- Python
- AWS
- Azure
- GCP
- Kubernetes
- Docker
- REST APIs
- SQL
- JavaScript
- Presentation Skills

EDUCATION

Bachelor of Science
06/2017
University of Washington
Seattle, WA
Computer Engineering

CERTIFICATES

Certified Kubernetes Administrator (CKA)
2021
Cloud Native Computing Foundation

EXPERIENCE

Senior Solutions Engineer 03/2022 - Present
Cascade Telemetry Seattle, WA
Observability platform for metrics, logs and traces sold to software and retail engineering teams.

- Lead technical evaluations for 25 enterprise accounts a year, supporting **$9.5M** in new and expansion bookings in 2025.
- Design agent rollouts for Kubernetes and Docker clusters of up to 4,000 nodes across AWS, Azure and GCP.
- Build Python and JavaScript integrations over REST APIs for 12 customer use cases, 5 later added to the product.
- Coach 5 solutions engineers through a demo certification program, raising the team's technical win rate from 51% to 63%.

Solutions Engineer 01/2020 - 02/2022
Puget Cloud Labs Bellevue, WA
Log analytics startup selling to mid-market software and fintech companies.

- Ran **30** proofs of value a year on log analytics, turning 70% into signed contracts.
- Wrote SQL dashboards that showed prospects their current alert noise and on-call cost before purchase.
- Presented at 8 regional user events and webinars, each drawing 150+ engineers.

Site Reliability Engineer 07/2017 - 12/2019
Sound Commerce Systems Seattle, WA
E-commerce platform provider hosting online stores for 400 retailers.

- Maintained **99.95%** uptime on the checkout platform through 3 holiday peaks of 20,000 orders per hour.
- Moved 60 services from virtual machines to Docker containers on AWS, cutting hosting costs by 22%.