Allie Jones
Sr. Technical Solutions Engineer

"Quickly builds trust with clients and internal teams."
- Dan Montgomery, Technical Architect, Phase 2

"Allie is a key driver in winning contracts with my large key accounts."
- Lauren Mazzola, Account Manager, Acquia

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🚀 EXPERIENCE

Acquia - Remote, September 2016 to present

Sr. Technical Solutions Manager
2022 – present

- Sold over $6.5 million dollars of Professional Services (PS) implementations and workshops from 2022 to present (*salesforce data)
- Increased new logos 22% and sold PS to 78% of existing customers (*asana data)
- 98% accuracy for estimations, implementations plans, and pricing that match customer's business objectives to the Acquia platform (*mavenlink data)
- Created an API that automates personalizing solution presentations using Google Suite, Asana, and Google APIs
- Peer nominated Customer Success Champion Q4 2024
  – ("Her ability to architect complex technical solutions not only showcases her expertise, but also fosters a sense of support and understanding for the customer. She is my go-to for technical questions and supporting the rest of the team.")

Tech Lead Acquia Dev Portal dev.acquia.com
2023 – present

- Created Go To Market (GTM) plans for consolidating multiple web applications into a single Drupal service with over 20,000 active monthly visitors (*google analytics)
- Led the Dev Portal be recognized as generating $3 million in potential revenue (*6sense.com)
- Established a structured roadmap to guide technical teams, ensuring reliable and consistent progress updates for leadership

Technical Architect
2017 – 2022

- Led remote distributed teams by leveraging agile methodogies to architect, deliver and launch complex API driven Drupal CMS implmentations for large scale Enterprise companies.

🧪 EXPERTISE

Software: Asana, Salesforce, Mavenlink, JIRA, Zoom, Google Suite, Adobe Suite, New Relic, BI tools - Domo, New Relic, Docker, Kubernetes

Frameworks & APIs: Apache Kafka, Asana API, Drupal, Symfony, REST APIs, Apache, Linux, AWS, Google APIs, CLI tools, Travis Ci

Languages: PHP, JavaScript, HTML5, Bash, CSS/Sass, Twig, YML, SQL

Tech Concepts: SaaS applications, Fedramp Security & HIPPA Compliance, PCI standards, W3C Accessibility, OOP, Data Driven Personalization, Headless Apps, Product development and product life cycle, Continuous Integration (CI/CD), Monitoring and logging, GTM Strategies

Workflow: Agile, scrum, sprints, MVC, git flow, automating process through scripts and APIs, continous integration, ACV driven sales cycles, managing teams in different time zones, Leading initatives remote and at customer's location

Public Speaking: Presented at 10+ tech conferences, conducted in person developer trainings, and consistently conducts Webinars

🎓 EDUCATION

Masters in Information Technology
University of Denver
Denver, Colorado

Bachelors in Entreprenurship
Johnson & Wales University
Providence, Rhode Island