



# Allie Jones




Sr. Technical Solutions Manager & Pre Sales 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

 allierays.com    alliejones42@gmail.com    in/allierays

## EXPERIENCE

Acquia - 2016 to present - Remote

### **Sr. Technical Solutions Manager & Pre Sales Engineer**

2022 – present

- Over 10 years of technical experience in translating customer needs into POCs and budget proposals to win RFPs, generating over \$6.5 million in revenue in the past 2 years alone
- Proficiency in Salesforce with a proven track record of ~90% renewals and an ~88% success rate in driving new business growth
- As the Executive Accounts Sr. Solutions Manager & Pre-Sales Engineer, I lead cross-functional collaboration with Customers, Account Managers, Professional Services, Legal, and Finance teams to write SOWs to accelerate deal closures
- Top-grossing Sr. Solutions Manager/pre sales engineer and Peer-nominated Customer Success Champion for 2023
- Reduced team redundancy by leveraging the Google API to automate presentation material creation, developed a centralized request intake system for the Solutions department, and created BI dashboards to drive data-informed go-to-market strategies
- Tech Lead for Acquia’s Dev Portal, developing product roadmaps and a GTM strategy that attracts over 20,000 monthly active users and generated \$3 million in potential revenue leads

### **Technical Architect**

2016 – 2022

- As a Technical Leader and Certified Drupal Developer, I led remote, distributed teams using agile methodologies to architect, develop, and launch complex, API-driven Drupal CMS implementations for large-scale enterprise companies
- Developed a remote workshop program that is now being used for over 70 Professional Services offerings generating over \$50 million in revenue from 2016 to present
- Created scripts to automated applications using CI/CD to reduce bugs, decrease duplicity in developer efforts, and increase code security

Zivtech- 2015 to 2016 - Philadelphia

### **Full Stack Web Developer**

- Extended the Drupal API and theming system to create dynamic cross browser compatible responsive web applications
- Over 280 attendees joined my presentation on 'Debugging During Development: Creating, Breaking, and Fixing a D8 Module at DrupalCon NOLA 2016. I also led and coordinated Philadelphia Drupal Meetups and spoke at over 10 conferences.



## EXPERTISE

**Software:** Asana, BI Domo, Salesforce, Mavenlink, Jira, Zoom, Google Suite, Adobe Suite

**Frameworks & APIs:** Asana API, Drupal, Symfony, REST APIs, Apache, Linux, AWS, Google APIs, CLI tools, Webhooks

**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, ACV driven sales cycles, managing teams in different time zones, Leading initiatives 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 Entrepreneurship  
Johnson & Wales University  
Providence, Rhode Island



## CERTIFICATIONS

Certified Drupal Developer  
Certified Site Factory Pro  
Certified Drupal Site Builder