JON ADDAMS

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PROFESSIONAL SUMMARY

#1 Presales Solutions Engineer at Nutrient — $2.1M+ in closed revenue (2025), 67% higher than next closest SE. 15+ years combining hands-on development (React, Next.js, TypeScript) with enterprise presales across Fortune 500 clients including US Department of Defense, Fidelity, and PwC. Proven track record building and leading technical teams of up to 10, mentoring all SE hires, and running MEDDIC-driven deal cycles from $15K to $200K+.

TECHNICAL SKILLS

Languages & Frameworks: TypeScript, JavaScript (ES6+), React, Next.js, Node.js, Tailwind CSS, HTML, CSS

AI & Development Tools: Claude Code, Anthropic API, LLM Integration, Prompt Engineering, Git

Cloud & Platforms: Vercel, AWS (S3, RDS), GitHub, Document SDKs, REST APIs

Presales & Solutions Engineering: MEDDIC, Technical Discovery, Enterprise Demos, POC Development, Presales Strategy, Customer Success, Sales Enablement

PROFESSIONAL EXPERIENCE

Presales Solutions Engineer

Nutrient (Document SDK Platform)

Remote | May 2022 – Present

- **#1 Solutions Engineer on team:** Close $2.1M+ in ACV (2025) across 63 deals — 67% higher than next closest SE. Q4 2025 alone: $856K.
- **Founding Solutions Engineer for SDK products;** build presales function from ground up, establishing technical evaluation frameworks and demo strategies that become team standards.
- Architect and ship production-ready sample applications with **React, Next.js, and TypeScript**, deployed to **Vercel** — leveraging **Claude Code** and the **Anthropic API** to accelerate delivery.
- Run MEDDIC-driven enterprise deal cycles from $15K to $200K+ with clients including **US Department of Defense, Fidelity Investments, PwC, Optum, ADP, and X (Google)**.
- **Mentor all subsequently hired Solutions Engineers;** onboard new team members on technical evaluation processes, demo best practices, and customer engagement strategies.
- Partner cross-functionally with Product and Engineering teams to translate customer feedback into roadmap priorities and create technical content showcasing new platform capabilities.

Solutions Engineer

The Pedowitz Group

Orlando, FL | May 2014 – May 2022

- Designed and delivered enterprise-level e-commerce and marketing automation solutions for Fortune 500 clients across **Salesforce, Marketo, Eloqua, and custom web platforms**, aligning technology investments to measurable revenue outcomes.
- Served as primary presales and delivery technical contact for 20+ strategic accounts, improving client delivery efficiency through standardized solution architectures and reusable implementation patterns.
- Translated complex requirements into actionable technical roadmaps across engineering, marketing, and executive stakeholders, reducing scoping-to-delivery timelines.

Web Application Developer

Signature Consultants (Client: AAA)

Lake Mary, FL | Aug 2013 – Apr 2014

- Full-stack developer for D3 product used in AAA automobile club customer and fleet management software.

SDK Support Technical Lead

SAP (Crystal Decisions / Business Objects)

Lake Mary, FL | 2004 – 2013

- **Led and managed team of up to 10 SDK support engineers;** responsible for hiring, training, mentoring, and performance management.
- Directed technical solution delivery, troubleshooting, and developer enablement for enterprise customers across global accounts.
- Partnered cross-functionally with Product, Engineering, and Customer Success to support Crystal Decisions and Business Objects product lines.
- Earlier roles: Custom Applications Team Lead, SDK Support Engineer, Technical Support Engineer (1999 – 2004).

EDUCATION

Regis University | Bachelor of Science, Computer Science