

Yusuf Rahman

Solutions Engineer

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PROFESSIONAL SUMMARY

Solutions Engineer with enterprise pre-sales and site-reliability experience across JPMorgan Chase, Cisco AppDynamics, HashiCorp, and IBM. Owns the technical side of the sale end to end — discovery, live demos, proof-of-value, architecture guidance, and renewal — and has never finished below 100% of quota in any year carrying one: \$15M+ in software sold across renewals and net-new ACV, 30+ enterprise accounts, 100+ technical demos delivered.

WORK EXPERIENCE

Solutions Engineer

2025 – Present

IBM (HashiCorp, post-acquisition) · Dallas, TX

- Serve as the technical anchor for enterprise accounts through HashiCorp's acquisition by IBM, preserving customer continuity while positioning the combined platform's larger portfolio.
- Retained every at-risk renewal in the book and opened net-new relationships by investing in each account's outcomes beyond the immediate deal.
- Exceeded 100% of quota on both renewals and net-new annual contract value.

Solutions Engineer

2023 – 2025

HashiCorp · Dallas, TX

- Owned the technical win on enterprise infrastructure deals across Terraform, Vault, Consul, and Nomad — leading discovery, tailored demos, and proof-of-value evaluations through to signed renewal.
- Advised platform and security teams on infrastructure-as-code, secrets management, and multi-cloud architecture aligned to each customer's environment.
- Surpassed 100% of quota on renewals and net-new ACV in every cycle; selected to MC HashiConf 2024 on the main stage.

Senior Enterprise Sales Engineer

2021 – 2023

Cisco (AppDynamics) · Dallas, TX

- Acted as sole technical lead across 30+ enterprise accounts for the AppDynamics observability platform, carrying and attaining 100% of personal quota from the first year.
- Delivered 100+ technical demos and proof-of-concept evaluations; built custom dashboards that translated application telemetry into the business case executives needed to buy.
- Partnered with account executives on qualification, competitive positioning, and technical closure across APM and observability opportunities.

Site Reliability Engineer

2020 – 2021

JPMorgan Chase · Dallas, TX

- Operated Liquidity Risk Infrastructure for the largest U.S. bank — incident command, root-cause analysis, and release engineering for business-critical systems.
- Automated recurring operational work with Ansible and turned AppDynamics, Splunk, and Geneos telemetry into fast, well-supported operational decisions.

SKILLS

Cloud & Infrastructure as Code: AWS, Azure, Terraform, Vault, Consul, Nomad, Vercel, Supabase

Containers & Delivery: Kubernetes, Docker, Ansible, GitHub Actions, Playwright, Git

Observability: OpenTelemetry, Grafana, Datadog, PostHog, Splunk, AppDynamics

Web & AI: React, Next.js, Tailwind CSS, LLMs & RAG, MCP · **Languages:** Python, TypeScript, SQL, Bash

EDUCATION

The University of Texas at Dallas