

Brian Davidson

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Accomplished Strategic Solutions Engineer and Cartographer

- Results-driven and motivated Strategic Solutions Engineer with experience engaging with clients, serving as a resource for developing technical solutions for world-class organizations and agencies of all sizes.
 - Serves as a critical resource, influencing the selection of solutions to meet customer needs. With Okta, leads pre-sales engagements across various DoD agencies, builds proofs of concept using Okta's Platform and APIs, and crafts technical content to show customers how to implement best practices and standard methodologies for Identity and Access Management.
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Professional Experience

SOLUTIONS ENGINEER - FEDERAL, DoD – OKTA, WASHINGTON, DC (2020 to Present)

Supports revenue growth for the leader in the Identity and Access Management space, directing the pre-sales technical relationship with Department of Defense clients from all agencies. Works with customers to identify specific, complex business requirements, serving as the foundation for developing proofs of concept and architecture discussions using the Okta Platform and APIs.

- *Lead DoD SE supporting reps in the DoD and the Fourth Estate territories. On track to help bring in \$6M in revenue in the next 12 months.*
- *Distills and communicates client feedback and requests to the product and engineering teams to influence the development of new products and features specific to the intelligence community.*
- *Crafts technical content and architectures to show customers implementation details specific to their use case*

SOLUTIONS ENGINEER - GOVERNMENT – MAPBOX, WASHINGTON, DC (2018 to 2020)

Fulfilled a critical role supporting revenue growth for a location data platform, directing the pre-sales technical relationship with government and strategic clients of all sizes. Worked with customers to identify specific business requirements, serving as the foundation for developing proofs of concept using APIs, d3.js, and JavaScript and back-end technologies that include Node.js, Express.js, etc. AWS, and Postgres.

- *Contributed to the capture of over \$1M in annual recurring revenue in nine months with an average deal size of \$63K.*
- *Communicated client feedback and requests to the product and engineering teams to influence new products and features.*
- *Led the publication of an open-source Drag & Drop dashboard solution, Quick Launch, that enables the development of a situational awareness application requiring little to no coding.*

UX ENGINEER – ESRI, ARLINGTON, VA (2017 to 2018)

Led the development of UX elements for this producer of geographic information system (GIS) technology, including multiple workflows and architecture diagrams that influenced final product designs. Partnered with users to gather feedback on design proposals and influence the product development roadmap.

- *Designed prototype user interfaces with a focus on ensuring the consistency of the charting experience across the platform.*
- *Contributed to the development of Ember.js components that added a map and search functionality to the company's cloud platform that organizes people, data, and tools to accomplish Initiatives and goals.*

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UI/UX DEVELOPER – DIGITALGLOBE (MAXAR TECHNOLOGIES), HERNDON, VA (2014 to 2017)

Supported a significant government contract at this industry leader in satellite imagery and geospatial intelligence, directing UI whiteboarding and technical development. Contributed additional expertise developing a Node.js application that accelerated the creation of browser certificates for users and assisted management in the delegation of tickets.

CARTOGRAPHER – UNIVERSITY OF WISCONSIN, MADISON, WI (2012 to 2014)

Served as a project lead on a statewide government contract, directing end-to-end project management in all phases, from design to delivery. Expedited the creation of a black and gray map to meet an aggressive deadline. Launched Twitter and GitHub accounts for the Cartography Lab to standardize code storage and bolster the visibility of lab activities through social media engagement.

Education

Master of Science Degree in Cartography

University of Wisconsin – Madison

Olmstead Departmental Award for Outstanding Teaching Assistant

Bachelor of Arts Degree in Geography

University of South Carolina

Donald O. Bushman Award for Outstanding Cartography

Technical Proficiencies

Geospatial Technologies

Esri ArcGIS Online, Portal for ArcGIS, Mapbox, Leaflet, Cartographic, and GIS principles, Spatial Analysis

UX Design

Adobe creative suite, Draw.io, Balsamiq, Sketch

Web Development

Node, Express, React.js, Ember.js, D3.js, HTML5, CSS 3, MongoDB, RESTful APIs