

MIQUEL GUILLAMET

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EXPERIENCE

Presales Consultant

Green Light Worldwide

04/2021 - 03/2025 | Sydney, Australia

Service provider that delivers technology capability 'on demand' across ANZ and Asia to MSPs, Global Integrators, Government and Telco providers.

- Drove technical strategy across the pre-sales cycle, leading qualification, tender RFIs/RFPs responses, solution scoping, and pricing strategy to support revenue growth and customer success.
- Delivered remote and in-person demonstrations, technical presentations, and POC sessions, tailored to both engineering teams and executive stakeholders.
- Acted as a trusted advisor to partners, collaborating with sales teams to align client business.
- Led enablement programs for key channel partners across ANZ, including technical workshops, sales training, and go-to-market readiness sessions.
- Identified trends in MSP and mid-market customer requirements, translating insights into actionable input for service development and competitive positioning.
- Represented the company at industry events, partner roadshows, and trade shows, delivering technical overviews and value-driven conversations.

Systems Engineer

Secure Logic Group (Tesseract Group)

05/2019 - 04/2021 | Sydney, Australia

Cybersecurity and Cloud Services provider for government clients.

- Participated in presales discovery, technical deep-dives, and architecture reviews with internal and external stakeholders.
- Delivered technical expertise for cybersecurity projects, responding to tenders, assisting with proof-of-concepts (POC) on endpoint security, Splunk SIEM & monitoring products, and cloud security best practices.
- Managed secure infrastructure and storage platforms within NSW GovDC, supporting services like the Service NSW Digital Licence.

Senior Infrastructure Engineer

Forum Group Pty Ltd

01/2013 - 08/2018 | Sydney, Australia

MSP offering IT, Print, Fleet and Enviro solutions.

- Supported and collaborated with sales teams by designing IT and storage solutions involving Microsoft, VMware, and Citrix.
- Enhanced cybersecurity measures, reducing security incidents by 50% through rigorous policy enforcement and advanced threat detection.

VMWare Engineer

Macquarie Telecom

10/2012 - 12/2012 | Sydney, Australia

Cloud, data centre, government cybersecurity and telecom company.

- Addressed a large scale VMware migration of 400+ hosts to vSphere 5.

Data Operations Engineer

Dr D Studios

03/2011 - 04/2012 | Sydney, Australia

Film production company that created the 3D animated movie Happy Feet Two.

- Managed 1,200 Linux servers and 1.5 PB of storage across VMware clusters.
- Delivered 3rd-level support to a user base of 700+ staff.

Founder

Fast PC Repairs

02/2008 - 12/2011 | Sydney, Australia

Tailored IT solutions to a wide range of clients.

- Provided consultancy and advisory to Compuspar Australia, Hopscotch Films and Institute Cervantes Sydney.

SUMMARY

Results-driven IT professional with extensive experience in pre-sales engineering, cybersecurity, cloud and technical sales. Seeking a Sales Engineer role to leverage my expertise to drive sales success.

KEY ACHIEVEMENTS

Revenue Generation & Client Acquisition

Generated **\$350K** in new business by sourcing and converting 5 clients, despite business development not being a core responsibility at Green Light Worldwide.

Sales Enablement Leadership

Trained and influenced APAC sales team of **25+** Account Executives and BDMs, improving technical confidence and sales performance.

High-Performance Computing

Worked on the film **Happy Feet Two**, managing the largest Linux render farm in the APAC region at the time to support animation rendering for a major Hollywood production.

SKILLS

Sales Engineering

Technical Discovery, Sales Enablement, Proof of Concept (PoC), Value-Based Selling, Channel

Business & Interpersonal

APAC Market Experience, Self-Starter, Self-Motivated, C-Level Communication, Client Engagement, Problem Solving, Strategic Thinking, Stakeholder Influence

Technical

Cybersecurity (SIEM, XDR, MDR, SOC), Cloud (Azure, AWS & GCP), Linux & Unix, Security

TRAINING / COURSES

Public Speaking

Toastmasters International

Architecting on AWS

Bespoke Training Services

Citrix XenDesktop (CXD-203)

Dimension Data Learning Services

EDUCATION

Bachelor of Information Technology

Charles Sturt University

2007 - 2010 | Sydney, Australia

LANGUAGES

English
Spanish
Catalan