

# Jason Valenzano



## IoT Architect

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Creative technology leader, skilled in cloud, data engineering, and enterprise networks. 15-year IT professional serving Fortune 500 accounts in SaaS, IoT, product, and software development. Customer obsessed with a unique mix of business and technical acumen.

- Java, Python, scripting, SDK, API, and C#
- Platform engineering (AWS, Azure, GCP)
- IoT, Edge, APIs, and Embedded systems
- Cybersecurity, Compliance, and Governance
- Architecture frameworks (TOGAF, Zachman)
- Presentations, leadership, and mentoring

## WORK HISTORY

### IoT Solutions Architect | Fluidra North America (Carlsbad, CA) Dec 2022 – July 2023

Led IoT R&D for next-gen pool automation platform. Improved sprint velocity by 20% by delivering a POC two weeks ahead of schedule through rapid prototyping, stakeholder alignment, and team leadership.

- Reduced device provisioning time by 30% by automation using event-driven patterns (Lambda functions).
- Customized AWS IoT Greengrass components, APIs, IoT core, device shadows, data lake, and PKI.

### Security Solutions Architect | Columbus Global (Remote) Aug 2020 – Feb 2022

Worked with SMB Business Unit serving managed customers consuming Microsoft Dynamics 365 Finance and Supply Chain Management, MFA, SSO, and Azure AD. Managed 100+ Azure migrations and security audits.

- Built custom AI dashboards for customer machine learning models, enhancing debugging and visualization.
- Tuned and monitored the Azure Sentinel SEIM platform to enhance customer security analytics.

### Product Manager | Webroot • OpenText (San Diego, CA) Oct 2017 – May 2019

Managed FlowScape® SaaS threat intelligence and analytics product roadmap from R&D to MVP, delivering first-of-its-kind award-winning anomaly detection solutions for MSPs. Onboarded 12 customers in six months.

- Designed Pub/Sub architecture capable of ingesting up to 100K data streams using Apache Kafka cluster, REST APIs, MongoDB, passive data collection sensors, and AWS services (S3, EC2).
- Deployed FlowScape® for the City of San Diego protecting IoT/SCADA/PLC critical infrastructure,

### Technical Solutions Consultant | TelePacific • TPx (San Diego, CA) Aug 2014 - Jul 2017

Managed \$1.4M in revenue across Broadband, Fixed Wireless, Endpoint Protection, Managed IT, and UCaaS.

- Developed CRM workflow, pre-qualification procedures, design documents, RFPs, and SOWs.
- Scaled new line-of-business SD-WAN converged infrastructure solutions to support Hosted PBX and Managed IT, recognized with back-to-back Visionary Spotlight Awards in 2016 and 2017.

### Owner | Aries Digital (San Diego, CA) Sep 2019 - Present

### Regional Sales Engineer | Sprint • T-Mobile (Western, U.S.) Jun 2008 - Jun 2014

## CERTIFICATIONS & EDUCATION

**AWS** Certified Developer Associate (8/23) • **Microsoft** Security, Compliance, and Identity (11/22) • **AWS** Certified Solutions Architect Associate (12/20) • **AWS** Certified Cloud Practitioner (7/20) • **VMware** Technical Sales Professional (9/19) • **Google** Technical Support Fundamentals (5/19) • **CompTIA** Cloud Essentials Certification (10/17) • **Cisco** Certified Network Associate CCNA (10/08)

- **University of Michigan** - Specialty in Digital Technologies (IIoT, Digital Twins, Additive Manufacturing)
- **San Diego State University** - B.S. Business Administration (Finance)

