

STEVE VANALLEN

DATA-DRIVEN SECURITY EVANGELIST

Cincinnati, OH | [sva.mba](#) | [me@sva.mba](#)

OBJECTIVE & PROFILE

Create sustainable business value for my customers so they can differentiate themselves from the competition.

MBA technical evangelist bridging product, marketing, and customers. Prioritize outcomes over solutions to break down silos—position security practitioners as partners vs. barriers to the business.

Recent career highlights:

- **Achieved quota attainment** at SentinelOne as data overlay in emerging SIEM products space
- Developed **automated data ingestion workflows** that accelerated customer POC timelines
- Contributed to **market disruption in cloud security** at Wiz through technical evangelism and go-to-market optimization
- Built a Solution Architecture team to service new strategic enterprise accounts
- Served as SA/TAM at the world's largest cloud service provider (CSP)
- Converted a healthcare CISO from prospect—without budget—to an NNL expansion

EXPERIENCE

SENTINELONE

Jul 2024 – Present | Cincinnati, Ohio · Remote

Senior Solutions Architect — Data

Apr 2025 – Present

- Lead technical presales for SIEM and data security solutions in emerging products space
- Support strategic and enterprise accounts with AI-driven SIEM and SDL solutions
- Conduct high-level and focused technical demos driving pipeline advancement
- Deliver AI-SIEM webinars and educational content for prospective customers
- Bridge product teams and customers as “voice of the customer” to align product roadmaps
- Beta test new features and contribute to product documentation while identifying bugs
- Map solutions to customer success criteria ensuring positive business outcomes

Senior Solutions Engineer — Data

Jul 2024 – Apr 2025

- **Achieved quota attainment** as data overlay in emerging products space supporting strategic and enterprise accounts
- Managed complex AI-SIEM and SDL POCs with focus on customer success criteria alignment
- Developed and deployed **repeatable automations** for data ingestion and demo environment provisioning
- Conducted technical discovery using **MEDDICC methodology** to qualify leads and advance opportunities
- Created automated data ingestion workflows to support demo tenants and customer POC environments
- Collaborated with core teams to **disrupt the event data space** and establish SIEM market presence
- Assisted customers with data ingestion processes during POC phases to accelerate evaluation timelines

WIZ

Aug 2022 – Apr 2023 | Cincinnati, Ohio · Remote

Enterprise Solutions Engineer

Aug 2022 – Apr 2023

- Presales Engineer at a highly disruptive cloud security startup
- Technical Evangelist conducting conventions, Q&A sessions, webinars, and blog content creation
- Leveraged story-driven demonstrations as lead magnets for prospect engagement and pipeline development

- Served as strategic bridge between product development and sales teams to optimize go-to-market execution
- Contributed to market disruption in cloud security space through technical thought leadership

PALO ALTO NETWORKS

Jun 2021 – Aug 2022 | Cincinnati, Ohio · Remote

Solutions Architect (Prisma Cloud, Cloud Security)

Jun 2021 – Aug 2022

- Presales Solutions Architect operated within PANW's Prisma Cloud SaaS
- Positioned outcomes over solutions to achieve 195% attainment
- Won a \$5MM+ deal leading a competitive Tiger team takeout
- Landed a \$2MM sale in cooperation with a partner
- Led a \$1M expansion opportunity after identifying gaps during a QBR
- Upsold additional SKUs to a medical supply prospect during an extensive POV

AMAZON WEB SERVICES (AWS)

Mar 2020 – May 2021 | Cincinnati, Ohio · Remote

Solutions Architect / TAM

Mar 2020 – May 2021

- Strategic position managing over \$1M monthly across enterprise and WWPS accounts
- AWS Certified Cloud Practitioner (CCP) & Solutions Architect Associate (SAA-C02)
- Authored value-driven account plans resulting in renewals and expansions
- Presented impactful customer QBRs with explicit actionable CTAs
- Secured customer environments during COVID-19 pandemic by partnering with PANW
- Drove customer enablement exercises: Immersion Days, IEMs, and CostOps

CENGAGE

Mar 2017 – Mar 2020 | Cincinnati, Ohio

DevOps Engineer

Mar 2017 – Mar 2020

- Implemented IaC and CI/CD pipelines to increase operational efficiency
- Modernized and decoupled legacy web applications by leveraging microservices
- Evaluated and purchased SaltStack Enterprise Security
- Reduced application platform provisioning using Terraform and SaltStack
- Implemented Splunk to improve observability and accelerate remediations
- Evaluated Rancher Kubernetes container service mesh manager

5/3 BANK

Oct 2014 – Mar 2017 | Cincinnati, Ohio

Lead Solution Engineer & OFFICER (Enterprise Architecture Board)

Oct 2014 – Mar 2017

- Managed 13 talented middleware and Linux engineers across multiple geographic locations
- Led modernization from physical to virtual infrastructure, enabling cloud adoption
- Key contributor to the enterprise architecture review board
- Secured and managed application deployments across 9,200 instances
- Reduced application platform delivery from 3 weeks to under 2 days
- Earned bank OFFICER secondary title within 2 years

ACCENTURE

Nov 2011 – Oct 2014 | Cincinnati, Ohio

Middleware Solution Consultant

Nov 2011 – Oct 2014

- Provided middleware landscape architecture for e-commerce and SAP integration
- Architected business continuity and disaster recovery readiness solutions
- Migrated legacy systems to new SAP Hybris e-commerce platform

CINTAS

Jun 2007 – Nov 2011 | Cincinnati, Ohio

Systems Solution Administrator

Jun 2007 – Nov 2011

- Deployed applications across mainframe, Windows, Linux, SAP, and middleware platforms
- Provided technical assistance across a diverse technology landscape
- Championed a Six Sigma Green Belt project to reduce future incidents

EDUCATION

MIAMI UNIVERSITY

Oxford, Ohio

Master of Business Administration (MBA)

- Major: Business Administration | Minor: Marketing

NORTHERN KENTUCKY UNIVERSITY

Highland Heights, Kentucky

BS Information Technology

- Major: Information Technology | Minor: Business Informatics

SKILLS & ABILITIES

- **SIEM & Data Security:** AI-SIEM/Singularity Data Lake, Splunk, Event Data Analytics, Data Ingestion Automation
- **Cloud Security:** CNAPP, CWPP, CSPM, DSPM, CIEM, IaC & Supply Chain Security
- **Sales Methodologies:** MEDDIC, MEDDICC, MEDDPICC, and Mastering Technical Sales
- **Soft Skills:** Management, Leadership, Communication, and Problem Solving
- **Cloud Platforms:** AWS, Azure, GCP, and OCI
- **Microservices:** Docker, Kubernetes, Podman, FaaS, and REST API