

Frank Tomasello

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SUMMARY

Senior Solutions Engineer with 7+ years across software engineering, application security, cloud security, and enterprise pre-sales. Proven track record of driving revenue and accelerating adoption at Fortune 500 enterprises through compelling technical demonstrations, strategic POC engagements, and trusted advisory partnerships with C-level stakeholders. Active Secret Security Clearance.

TECHNICAL SKILLS

Pre-Sales: Enterprise POCs · Executive Presentations · Competitive Displacement · Technical Workshops

Security: SAST · SCA · IAST · CodeQL · Dependabot · Secret Scanning · CNAPP · Prisma Cloud · DevSecOps

Cloud & Tools: AWS · Azure · GCP · Kubernetes · Docker · Jenkins · GitHub Actions · Java · Python · C#

EXPERIENCE

Senior Solutions Engineer | *GitHub*

Apr 2025 – Present

- Lead SE for tier-one enterprise accounts; coordinate with Customer Success, account managers, and Microsoft field representatives
- Deliver GitHub Copilot and GHAS presentations to C-suite and VP-level audiences, translating capabilities into business value
- Conduct live coding demos showcasing ROI and productivity gains; lead competitive displacement against Cursor and custom AI tools
- Run enablement workshops for developer teams, security orgs, and DevSecOps stakeholders; escalate strategic account feedback

Enterprise Solutions Architect | *Palo Alto Networks*

Feb 2024 – Apr 2025

- Architected cloud security strategies for Fortune 500 enterprises across AWS, Azure, and GCP; led posture assessments and evaluations
- Orchestrated Prisma Cloud POCs integrating with SIEMs, ticketing, and CI/CD pipelines; positioned CNAPP against point solutions
- Delivered board-level presentations quantifying exposure reduction and compliance improvements (SOC 2, PCI-DSS, HIPAA)
- Established trusted advisor relationships with CISOs on Zero Trust roadmaps; influenced product roadmap from enterprise feedback

Solutions Engineer | *Synopsys Inc*

Aug 2021 – Feb 2024

- Conducted AppSec portfolio demos (SAST, SCA, IAST) and led POC efforts, integrating security tools into customer CI/CD pipelines
- Delivered webinars to 100+ attendees; led the **most-watched webinar in company history**. Awarded **Commercial SE of the Year 2022**

Software Engineer | *Northrop Grumman*

Jan 2020 – Aug 2021

- Developed Java and cloud-native web apps in the Algorithmic Warfare & Intelligence dept; contributed to the Blue WASP AI project
- Built C# Word add-in for classified document automation; instituted TDD and parameterized Jenkins pipelines for parallel testing

Software Engineer | *Equation1*

Feb 2019 – Jan 2020

- Built custom software for Lockheed Martin's semiconductor plant reducing cycle times and waste; created CI/CD pipelines and Selenium test automation

EDUCATION

California Lutheran University — B.S. Computer Science · GPA: 3.77 · Departmental Distinction

2017 – 2019

CERTIFICATIONS & RECOGNITION

Cloud Security Fundamentals (Palo Alto Networks) · Secret Security Clearance (Northrop Grumman) · Commercial SE of the Year 2023 (Synopsys) · OWASP San Diego Chapter Member