SHIVAM JINDAL

Contact Info Available Upon Request

SUMMARY

Strategic partnerships professional with experience in the cybersecurity space and skills in cross-organizational collaboration, communication, and executive alignment.

EDUCATION

AUGUST 2017 – MAY 2021

New York University | **B.S.** Computer Science **Minors:** Computer Science Education, Mathematics

EXPERIENCE

APRIL 2023 – PRESENT

Snyk | **Partner Solutions Architect**

- Manage partnerships with Atlassian, Snowflake, Dynatrace, SentinelOne, Sysdig, Slack, HashiCorp, and StackHawk
- Coordinate cross-organizational effort and product/partner strategy development and beta programs for several 0 to 1 product initiatives including ASPM, Data Share via Snowflake, Ticketing, and Developer Portals
- Lead release, marketing, growth of Snyk in Jira app, adopted by 600 customers representing $XX Million ARR in < 1 year
- Developed prototype of Snyk Data Share dashboard to demonstrate value of new Data Share via Snowflake Initiative
- Speaker and subject matter expert at industry conferences on DevSecOps in the age of AI and "shift left" security

FEB 2022 – APRIL 2023

Snyk | **Pre-Sales Solutions Engineer**

- Mid-Market SE of the Quarter Q4 2022
- Closed $X.X Million in ARR, $X.X Million TCV over 1 year
- Worked to establish DevSecOps practices with CISOs, CTOs, Security Engineers, DevSecOps teams at customer companies
- Traveled to on-sites and conferences to represent Snyk and offer thought leadership in cloud-native application security

JUNE 2021 – FEB 2022

Microsoft | **Software Engineer**

- Led efforts to design network analysis tool that will minimize time for customer escalations
- Worked on platform for enterprise customers to develop customizable search applications using Microsoft Graph
- Developed prototype integration of GPT-3 into search capabilities and queries

MAY 2020 – AUGUST 2020

Microsoft | **Software Engineer Intern**

- Aided team and components that see over 1 billion search queries a day in Teams, OneDrive for Business, Outlook, etc.
- Developed tool to automatically detect the root cause of latency related issues for on-call engineers

JAN 2020 – JAN 2021

CSforAll | **Ecosystems Intern**

- Supported program to grow local movements and develop public-private partnerships in 10 regions across the U.S.
- Supported growth of the CS education system for millions of students throughout diverse regions
- Developed system to measure lessons learned for further expansion of the program

LEADERSHIP & VOLUNTEERING

MAY 2020 – PRESENT

build4good | **Co-Founder**

- Collaborated with 30+ nonprofits on scoping, managing, and recruiting paid summer internships for 40+ students
- Developed summer programming including speaker events, learning series, team meetings, and in person convening
- Inspired students interested in public service while aiding nonprofits and small businesses facing technical needs

SEPTEMBER 2019 – MAY 2020, SEPTEMBER 2021 – MAY 2022

Microsoft TEALSK12 | **Computer Science Teaching Volunteer**

- Taught AP Computer Science at Medgar Evers College Prep and Sarah T Reed HS to drive programming literacy
- Led classes of 16 students to learn programming and inspire careers in technology

SKILLS

Technical: Web scraping, data processing, web development, automation, computer vision, git, AI, machine learning
Non-Technical: Business development, partnerships, relationship management, technical communication, problem solving