Lorenzo Bianchi Junior Sales Engineer

Milan, Italy · lorenzo.bianchi@gmail.com · +39 02 555 0143 · linkedin.com/in/lorenzobianchi

PROFILE SUMMARY

- **Junior Sales Engineer** with **2 years** in pre-sales at Cloudera, after **4 years** building Hadoop and Spark platforms for **Italian banks and insurers** as a big data consultant.
- Works in **Apache Spark**, **Apache Iceberg** and **Kubernetes** for demos, **Python** and **SQL** for sample data, **AWS** and **Microsoft Azure** for trial environments, and **Salesforce** for deal notes.
- Supports **technical discovery**, **data platform demos** and **scoped proofs of concept** on mid-market and enterprise deals, and drafts first answers to **security questionnaires** for senior review.
- Works with **4 account executives** and a **senior sales engineer** on deals from **€80k to €600k**, and reports technical status in the weekly deal review.
- Maintains the **Italian-language demo environment** the whole team shares and runs a monthly **Spark office hour** for account executives who are new to data platforms.

TECHNICAL SKILLS

Cloud & Infrastructure:	AWS, Microsoft Azure, Kubernetes, Docker, Linux
APIs & SSO:	REST APIs, Postman, SAML 2.0, Kerberos, LDAP
Data & Scripting:	SQL, Python, Apache Spark, Apache Iceberg, Apache Hive, Jupyter
Security & Compliance:	GDPR, ISO 27001, SOC 2 Type II, DORA
Demo & Presentation Tools:	Loom, PowerPoint, Lucidchart, Miro
CRM & RFP Tools:	Salesforce, Gong, Slack
Sales Methodologies:	MEDDPICC, BANT, value selling

EDUCATION

University of Milan — **B.Sc. in Computer Science** — Milan, Italy · Sep 2017 to Jul 2020

Amazon Web Services — **AWS Certified Solutions Architect, Associate** — Remote · Mar 2025

WORK EXPERIENCE

Cloudera — Solutions Engineer — Milan, Italy · Oct 2024 to Present

- Ran technical discovery for 4 account executives on **38** opportunities, logging data volumes, source systems and success criteria in Salesforce before any demo was booked.
- Built a reusable demo on AWS with synthetic insurance claims data generated in Python, cutting custom demo prep from about 2 days to **3 hours**.
- Ran **9** scoped proofs of concept on Spark and Iceberg workloads with exit criteria agreed in writing, and 7 of them ended in a technical win.
- Drafted first answers to **26** RFPs and security questionnaires in Italian and English from the shared library, so senior engineers only reviewed the hard questions.
- Built a storage and query cost comparison against a cloud warehouse for a regional bank, showing **31%** lower cost, which its architects used to approve the hybrid design.

Data Reply — Big Data Consultant — Milan, Italy · Sep 2020 to Sep 2024

- Built and ran Cloudera clusters for **5** banking and insurance clients, sizing the nodes and setting up Kerberos and Ranger security on each one.
- Moved 3 clients' nightly Hive jobs to Spark on the same clusters, cutting batch run time from 7 hours to **2**.
- Wrote up client bugs and feature requests for the Cloudera partner team, and **6** of them were fixed or added in later platform releases.