Gretchen Ohlsson Senior Sales Engineer

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PROFILE SUMMARY

- **Senior Sales Engineer** with **8 years** in security pre-sales, selling **endpoint and XDR protection** to **DACH banks, insurers and manufacturers** with 2,000 to 60,000 endpoints.
- Hands-on with **Windows**, **macOS** and **Linux** endpoints, **Microsoft Azure** and **AWS** workloads, **Splunk** and **Microsoft Sentinel** integrations, and **REST APIs** for response automation.
- Known for **attack simulation demos**, **proofs of value with signed exit criteria** and **German-language security reviews**, using **MEDDPICC** to keep long enterprise cycles moving.
- Works with **enterprise account executives**, **channel partners**, **threat researchers** and **product managers** on deals from **€250k to €3M**, from first workshop to procurement.
- Mentors **2 junior sales engineers**, owns the team's **German compliance answer library**, and runs a **bake-off review** after every lost evaluation.

TECHNICAL SKILLS

Cloud & Infrastructure:	Microsoft Azure, AWS, Kubernetes, Windows Server, Linux
APIs & SSO:	REST APIs, Postman, SAML 2.0, Okta, Microsoft Entra ID
Data & Scripting:	PowerShell, Python, SQL, Bash
Security & Compliance:	ISO 27001, SOC 2 Type II, BSI C5, NIS2, DORA, GDPR
Demo & Presentation Tools:	Lucidchart, PowerPoint, Loom, Miro
CRM & RFP Tools:	Salesforce, Gong, Responsive, Slack
Sales Methodologies:	MEDDPICC, Command of the Message, mutual action plans

EDUCATION

Technical University of Munich — **M.Sc. in Information Systems** — Munich, Germany · Oct 2016 to Sep 2018

ISC2 — **CISSP** — Remote · May 2023

WORK EXPERIENCE

SentinelOne — **Senior Sales Engineer** — Munich, Germany · Apr 2022 to Present

- Ran the technical side of 14 enterprise deals a year with 2 account executives, from discovery workshops to security sign-off, as the DACH team reached **128%** of its €9.4M quota.
- Rebuilt the enterprise proof of value around exit criteria the customer signs in week 1, cutting average evaluation length from 14 weeks to **8** across 31 evaluations.
- Built an attack simulation lab on Azure that replays ransomware and credential theft for SOC teams, used in **60+** demos and by 5 other sales engineers.
- Led technical displacements of an incumbent endpoint product at 3 tier-1 banks, winning each head-to-head test on detection coverage, worth **€4.1M** combined.
- Answered **40+** German-language security questionnaires a year against BSI C5, ISO 27001 and DORA requirements, and cut the team's median turnaround from 12 business days to 5.

Rapid7 — **Sales Engineer** — Munich, Germany · Oct 2018 to Mar 2022

- Designed InsightVM and InsightIDR deployment plans for customers in Germany and Austria, sizing scan engines and collectors for networks of up to **25,000** assets.
- Ran **120+** proofs of concept on vulnerability management and SIEM deals, with written test plans agreed with each customer's security team.
- Sent loss reasons from German customers to product every quarter, and **3** of those gaps, including German-language reports, shipped within a year.