



TOMASZ JONIAK

Sales Engineer · Identity & Access Management · Cybersecurity

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PROFESSIONAL SUMMARY

Results-driven Sales Engineer with 15+ years of experience bridging deep technical expertise and revenue growth in cybersecurity, identity & access management, and network security. Proven track record of exceeding sales targets (35% over quota in 2023), driving 40% market expansion in EMEA/CEE, and translating complex security architectures into compelling customer outcomes. Combines hands-on engineering credibility (Cisco, Delinea, Elisity) with a product-owner perspective gained from defining roadmaps and partnering with R&D — uniquely positioned to win technical wins, accelerate POCs, and shorten enterprise sales cycles.

CORE COMPETENCIES

Technical Sales: Solution Selling · MEDDPICC · POC Leadership · RFP/RFI Response · Technical Demos · C-Level Presentations

Identity & Security: PAM · IGA · Zero Trust · Machine/Non-Human Identity · Cisco ISE · Palo Alto · Firewalls · SASE

Cloud & Platforms: AWS · Azure · Hybrid Cloud · SaaS · Linux · Salesforce · Microsegmentation

Languages: English (Native/Fluent) · Polish (Native)

PROFESSIONAL EXPERIENCE

Engineering Product Owner | Elisity Inc.

Dec 2024 – Present

Identity-based microsegmentation platform · Remote

- Owning the product roadmap for an enterprise identity-based microsegmentation platform — directly informed by customer feedback collected during pre-sales and field engagements.
- Partnering with sales and SE teams to shape demo narratives and competitive positioning, ensuring engineering output aligns with deal-winning use cases.
- Translating field-driven requirements into prioritized backlogs, accelerating time-to-value for Zero Trust and lateral-movement-prevention deals.
- Acting as the technical voice between customers, sales, and engineering — sharpening the customer empathy and product fluency that make a stronger Sales Engineer.

Senior Sales Engineer | Delinea — EMEA / CEE

Aug 2022 – Nov 2024

Privileged Access Management (PAM) · Remote, EMEA territory

- Exceeded annual sales quota by 35% in 2023 by leading identity-first technical wins across enterprise and regulated industries.
- Drove 40% market growth for ServerPAM in CEE within 12 months by re-architecting the regional technical sales playbook around machine identity and DevOps secrets use cases.
- Owned end-to-end pre-sales cycle: discovery, technical workshops, custom POCs, security/compliance reviews, and executive readouts — consistently shortening deal cycles.
- Architected hybrid PAM + IGA solutions for clients in finance, manufacturing, and public sector; led RFP responses and integration design for SailPoint, Okta, ServiceNow, and Active Directory ecosystems.
- Launched quarterly enablement program for the regional sales team, lifting team performance by 10% and reducing SE escalations on early-stage deals.

- Represented Delinea at Cisco Live and partner events; published a thought-leadership article on identity security for the financial sector.

Technical Marketing Engineer | Cisco Systems — NetSec / Firepower

Apr 2021 – Aug 2022

Krakow, Poland

- Acted as the technical advocate inside the Network Security business unit — directly supporting global SE and sales teams on Firepower opportunities.
- Built customer-facing technical collateral, demo scripts, and competitive battle cards used by hundreds of field engineers worldwide.
- Influenced product direction by feeding field experience back into roadmap discussions with engineering and product management.
- Delivered enablement and training to channel partners and Cisco field SEs across EMEA.

Senior Consulting Engineer | Cisco Systems

May 2019 – Apr 2021

Krakow, Poland · Cyber Security Services

- Delivered implementation and optimization services for enterprise, public sector, and service provider customers across the security portfolio.
- Designed migration plans and high-level architectures, working alongside account teams to expand customer footprint.

Network Security Engineer | LaSalle Solutions Inc.

Jan 2015 – Apr 2019

Rosemont, IL, USA

- Subject matter expert for Cisco Firepower and Cisco ISE; led design workshops and consultancy services that drove follow-on services revenue.
- Architected network segmentation and security tool stacks for enterprise clients; partnered with sales on technical wins for complex deployments.

Earlier Experience

- Network Engineer (Cisco/Security focus) — Netrix LLC, Chicago
- Lead Network Security Engineer — 5th Column LLC, Chicago
- Front Office leadership roles in luxury hospitality (InterContinental Chicago, The Drake) — built the customer-empathy, executive-presence, and team-leadership foundation that now underpins enterprise sales engagements.

EDUCATION

B.S., Computer Science Engineering — Southern Illinois University, Carbondale, IL

CERTIFICATIONS

ISC2 CCSP · ISC2 CC · Cisco CCNA · Cisco CCNA Security · Cisco ISE Certified · Cisco FireJUMPER · CompTIA Network+ · Microsoft Certified: Azure Fundamentals · Cisco Design Thinking Practitioner · Professional Services Engineer (Green Belt)