GRANT
DISHMAN

Sales Engineer | Solution Architect | Sales Consulting | Executive Leader| Training

Address
Austin TX

Email
grant@dishmans.com

Website
www.dishmans.com

SUMMARY

A creative, performance-driven Sales Engineer with proven ability to lead sales teams to exceed multimillion-dollar quotas. High-energy self-starter, effective communicator and negotiator with a strong attention to detail. Outstanding ability to see and present 'the big picture' to architect solutions that uncover business challenges, solve customer problems and drive value.

AWARDS | KEY ACHIEVEMENTS

- Awarded "Century Club", 'President's Club", "Top Dawg" for sales
- Selected twice as "SE of the Quarter for North America"
- 1st recipient for global "SE Honey Badger" for technical contribution
- Co-founder & VP for a Top 10 VoIP Provider & Best Place to Work
- Recognized for over-achieving sales quotas, exceeding KPIs

EXPERIENCE

Systems (Sales) Engineer
Palo Alto Networks | Central TX | 2014 - Present

- Facilitate revenue growth for the security solutions market in Central Texas representing the entire Palo Alto Networks portfolio (next-gen firewall, endpoint, cloud, SD-WAN, XSOAR, XDR, CASB)
- Help customers and partners design cybersecurity solutions for network edge, data center, Zero Trust, PCI, DLP, SOC, CSPM, CWPP
- Collaborate with partners and end users in territory, providing consultation, training, implementation and sales for platform
- Effectively work at all levels from security engineer / network staff to C-level, demonstrating the value of our platform
- Execute PoC's / evaluations that align with customer need to validate solution, highlight TCO / ROI and demonstrate value against competitors
- Act as a mentor to onboard new SE's and sales team members and provide insight, resources and on-going training
- Work with marketing and sales teams, generating content for key campaigns, competitive analysis, company events and customer-facing engagements
- Develop TCO / ROI / risk aversion and competitive analysis for executive and technical review

AREAS OF EXPERTISE

- Cybersecurity
- Sales Engineering / Sales to Fortune 100
- Field / channel engineering and sales
- Technology consulting
- Strategic planning / execution
- Project management
- Revenue growth, ROI, TCO
- Business development
- Training (technical / sales)
- Outside the box problem solving

CERTIFICATIONS

CISSP, ISC^2
GSEC, SANS
CSAA, Amazon AWS
PCNSE, PSE Palo Alto Networks
UTM Engineer, Sophos
SafeGuard Engineer, Sophos
Data Protection Engineer, Sophos
BCCPSE-S (Security) – Symantec Blue Coat
BCCPSE-A (WAN Op) – Symantec Blue Coat
BCPSP (Visibility) – Symantec Blue Coat
WSP, WSPV, WCSP, WCSPV – WatchGuard
NNCSS – Nortel Networks

PROFILE

LinkedIn
linkedin/in/grantdishman

Address
Austin TX

Email
grant@dishmans.com

Website
www.dishmans.com

EXPERIENCE CONTINUED

CDSE | Sales Engineer | Solution Architect
Blue Coat Systems | Austin TX | 2010 - 2014

- Managed a team of 10 account representatives for North America, contributing more than $40M annual quota; functioned as team lead for special projects and beta test initiatives.

- Provided insight, consulting, configuration, training, demonstration and evaluation across all product classes while instructing internal team and partner technical/sales staff.

- Researched competitive solutions / prepared product comparisons

- Created partner / customer-facing book "ThreatPulse for Dummies"

Sales Engineer, DMR and Major Accounts
WatchGuard Technologies | Austin TX | 2008 - 2009

- Successfully established new business segment, consulting with Fortune 500 on network security solutions and PCI, HIPAA, and CIPA compliance thereby, generating contracts of more than $4M

- Created sales engineering practice for major accounts division

- Co-developed PCI compliance architecture that was adopted by major hospitality company and served as deployment template

Vice President of Technology, Co-Founder
Brookside Technology Partners | Austin TX | 2002 - 2008

- Co-founded and grew managed services provider with 3 subsidiaries, 160 employees, and $20M+ in annual revenue

- Led company to Top 10 VoIP / Telecom Providers in Central Texas and Austin; played key role in transitioning from private to public

- Authored advisories and white papers on collaboration, network security, and teleworker solutions

- Integrated 'Automated Response Engine' into corporate CRM system hence, building new multi-million-dollar annual revenue

Project Manager | Technical Sales Consultant
NetForce Technologies | Austin TX | 2000-2002

Technical Solutions Manager
IBM Global Services | Austin TX | 1998-2000

RECOMMENDATIONS

"Grant is one of those people who could reprogram the moon if you needed it. The quality of his work is exceptional even on the smallest of projects. His vision, creativity, and ability to communicate complex strategies make him easy to work with - and learn from."

"Grant is an engineer who understands people just as well as he grasps technology and products. His ability to capture and maintain his audiences attention enable him to be more impressive... and his willingness to help out others and always go the extra mile make Grant the kind of guy you want in the trenches with you."

"Grant is a consummate professional who effectively demonstrates the capabilities and value offered by the products / services he represents."

REFERENCES

Upon Request

HOBBIES / INTERESTS

- *DJ / Music & Video Production*
- *Technology*
- *Travel*
- *Volunteering:*
  - *"Thrive" and "180" Programs for Teens*
  - *Polo for Puppies (Service Dogs for Vets)*
  - *Trotting for Tots (for Cerebral Palsy)*