

Dave Euson

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Professional Summary

Senior Solutions Architect and Pre-sales expert with 20+ years of experience in enterprise systems architecture. Specialized in bridging the gap between complex engineering and executive strategy. Expert in deploying GPU-accelerated AI pipelines, cloud-native orchestration, and data-intensive workflows. Proven track record in customer-facing roles, managing high-stakes technical sales cycles, and translating complex architectural challenges into high-impact, scalable business solutions. Passionate about empowering the "Agentic Enterprise" through robust data architecture and AI-driven automation.

Core Competencies

Solutions Engineering: Pre-sales Strategy, Technical Account Management, Discovery & Scoping, Value-Based Demonstrations, Strategic POC Design.

Data & AI Architecture: SQL & Python Analytics, Cloud Architecture, Agentic AI Orchestration, LLM Frameworks (Ollama, Bedrock), Distributed Systems.

Enterprise Engineering: AWS Cloud Strategy, Workflow Orchestration, API Integration, Linux/Containers, GPU-Accelerated Pipelines.

Customer Leadership: C-Suite Presentation, Technical Storytelling, Strategic Partnership Management, Cross-functional Stakeholder Alignment.

Senior Solutions & Pre-Sales Leadership

qibb

Senior Solutions Architect | *July 2025 – Present*

- Lead enterprise media POCs and design modular cloud-native media supply chains, integrating Twelve Labs, Reality Defender, and AWS Bedrock to deliver production AI solutions.

- Engineered end-to-end data pipelines for deepfake detection and brand valuation, automating metadata tagging and cloud synchronization for major broadcasters.

Telestream

Technical Account Manager – Major Partners | *August 2023 – July 2025*

- Owned technical health for top-tier strategic accounts, utilizing consultative architecture reviews to identify new revenue and optimize high-volume data/media flows.
- Led workflow design and system commissioning as Senior Applications Specialist, managing complex vSphere and storage environments for global trade shows.

Dalet / Amberfin

Pre-Sales & Senior Support Account Manager (Product Expert) | *October 2013 – December 2021*

- Product specialist for Amberfin and Dalet MAM lines, bridging Tier-3 support and international pre-sales to deliver high-impact POCs for leading global broadcasters.
- Developed custom integration solutions and automation patterns using the Amberfin Workflow Engine (Groovy) to solve complex "show-stopping" architectural issues.

SnapStream

Senior Customer Success Manager | *February 2019 – July 2019*

- Maintained a 98% retention rate across 250+ accounts, reporting to the CEO on customer health and guiding technical resolutions for search-and-clip video workflows.

Ooyala

Senior Customer Success Manager | *May 2018 – February 2019*

- Acted as product expert for OVP and Flex supply chain orchestration, leading quarterly business reviews to expand customer video data workflows.

Glookast

Solutions Architect – International Pre-Sales | *January 2016 – May 2018*

- Led international pre-sales across North America and APAC, opening new markets in Japan and China through strategic technical storytelling and POC delivery.

Foundational Infrastructure & Engineering

NBCUniversal

Post-Production Engineer / ACSR II | *February 2012 – November 2013*

- Managed 24/7 mission-critical infrastructure for 100+ edit bays and live event support (Oscars, Emmys) using large-scale Avid Interplay/ISIS storage environments.

Atlas Digital & Matchframe Video

Post-Production Engineer / Field Support | 2006 – 2012

- Directed large-scale deployments and provided onsite engineering support for major LA production facilities, establishing deep expertise in storage and systems architecture.

Education & Certifications

- **Post-Production Program Graduate** | Video Symphony (Burbank, CA)
- **Avid Certified Service Representative (ACSR)** | Interplay (MAM) and ISIS (Storage)
- **IABM Certification** | Video Over IP (VOIP) Course