

# MIKE CARROLL

AI Security Sales Engineer | \$12M+ ARR Revenue Leader | 20-Year Enterprise Security Expert

Dallas, TX | [t.mike.carroll@gmail.com](mailto:t.mike.carroll@gmail.com) | 469-667-9016 | [linkedin.com/in/mikecarroll71](https://www.linkedin.com/in/mikecarroll71)

---

## PROFESSIONAL SUMMARY

Enterprise Sales Engineer with proven revenue generation (\$12M+ ARR, 43% of region) who built the industry-first AI Integration Security platform evaluating 8,100+ SaaS applications for AI agent safety. Reduced sales cycles from 3-6 months to 7 days through POC automation and consultative discovery. Unique combination: AI Security Domain Expertise (1.75M+ production LOC) + 20-Year Enterprise Security Background (CISSP) + Sales Engineering Excellence (400% demo close rate, 98% POC success).

**Core Expertise:** Enterprise Sales Engineering • Technical Discovery & POC Delivery • Solution Architecture • Revenue Generation • AI Integration Security • Shadow AI Governance • Zero Trust Architecture • Identity Security (ISPM/ITDR) • Fortune 100 Account Management • Salesforce CRM (7+ years) • Python Development • Multi-Cloud Architecture

---

## PROFESSIONAL EXPERIENCE

### FOUNDER & TECHNICAL ARCHITECT | SaasVista | Remote | Jul 2025 - Present

**SaaSPosture.com - AI Integration Security Platform (984K LOC):** • Created industry-first AI Integration Security assessment platform evaluating whether 8,100+ SaaS applications are safe for AI agents (Claude Code, GitHub Copilot, Cursor)—directly addresses Shadow AI governance challenges and demonstrates authentic domain expertise in customer conversations with CISOs • **Implemented bot protection detection** achieving 79% accuracy with 0% false positives across 9 enrichers and 19 HTTP call sites—identifies Cloudflare, CAPTCHA, WAF blocks ensuring fair vendor assessment • **Architected multi-provider AI integration** (Claude → Groq → Anthropic fallback) achieving 44% cost reduction with comprehensive API (376K LOC Python) aggregating 33 enrichment sources, 88+ REST endpoints, sub-500ms response times

### SALES ENGINEER | Linx Security | Remote | Jan 2025 - Jul 2025

• **Led 15+ technical discovery workshops** translating enterprise requirements (20K-60K user populations) into tailored IGA solution roadmaps, POC success criteria, and executive-level value propositions for Fortune 500 prospects • **Architected inaugural demo environment** reducing POC setup time by 80% enabling consistent, repeatable customer evaluations for complex JML lifecycle demonstrations

### SENIOR SOLUTIONS ARCHITECT | AuthMind | Remote | Nov 2023 - Jan 2025

• **Delivered monthly security assessments** identifying critical identity vulnerabilities for Fortune 500 clients across hybrid environments using ISPM/ITDR methodologies • **Created technical solution briefs resulting in 3 enterprise wins totaling \$2.4M ARR** through consultative discovery and compelling ROI analysis

### PRINCIPAL SALES ENGINEER | Silverfort | Remote | Jan 2019 - Dec 2022

• **Drove \$12M+ ARR (43% of North American revenue)** as principal Sales Engineer through consultative discovery, technical qualification, and POC excellence during hypergrowth from \$20M to \$1B+ valuation • **Reduced sales cycles from 3-6 months to 7 days** (90%+ reduction) through POC automation and

streamlined evaluation processes while achieving 400% above-average demo close rate and 98% POC success rate with Fortune 100 companies (25K-150K users) • **Developed automated POC deployment framework** using Jenkins, Terraform, Ansible, Docker, Kubernetes reducing setup from weeks to hours—enabled parallel customer evaluations scaling enterprise engagement

## **PRINCIPAL ARCHITECT (2013-2016) / SALES ENGINEER (2006-2013) | Quest Software | Remote | Jan 2006 - Jul 2016**

• **Top revenue-earning Sales Engineer in IDM business unit for 8 consecutive years (2008-2016)** generating \$30M+ total revenue across 50+ Fortune 500 enterprise accounts while maintaining 95% POC win rate through 100+ technical workshops and 2-4 monthly POC engagements • **Career progression from entry-level pre-sales to Principal Architect** demonstrating sustained technical excellence through 10-year tenure, including Product Advisory Council membership, Dell Silver Cash Winner 2014, and multiple Quest 100% Club trips • **Specialized in large-scale identity security deployments** (25K-150K users) for enterprise clients requiring complex Active Directory integrations and compliance frameworks

---

## **TECHNICAL SKILLS**

**Sales Engineering:** Enterprise Account Management • Technical Discovery • Solution Architecture • POC Design & Delivery • Demo Excellence • Executive Presentations • Competitive Analysis • Value Engineering • RFP/RFI Response • Customer Success

**AI/ML & Security:** Claude Code (expert, 1.75M+ LOC) • Multi-Provider AI (Claude, Groq, Anthropic) • Prompt Engineering • Production RAG • Bot Protection Detection • AI Integration Security • LLM Security & Governance • 20+ years enterprise security • Zero Trust • ISPM/ITDR • Compliance (SOC2, ISO27001, GDPR, HIPAA, FedRAMP)

**Development & Platforms:** Python/FastAPI • TypeScript • React/Next.js • PostgreSQL • Redis • Docker/Kubernetes • Salesforce CRM (7+ years) • Okta • Azure AD • AWS • Azure • GCP • CI/CD (GitHub Actions, Jenkins) • Terraform

---

## **EDUCATION & CERTIFICATIONS**

**Previously CISSP Certified** (2003-2022) | ISC2 | Certificate #59706 *20 years of enterprise security experience across Fortune 500 companies, identity security, Zero Trust architecture, and compliance frameworks*

**Bachelor's Degree** (90+ Hours Completed) | Texas Tech University