

Christopher Parlette

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Summary

Experienced sales engineer covering the entire sales process and customer journey, from pre-sales engineering to post-sales services and customer success all the way through renewal and expansion. This wide range of skills has been best used in helping startups to grow and helping customers to see, understand, try, integrate, purchase, deploy, and achieve a return on investment. Background includes a wide variety of companies and products, including both on-prem and SaaS, cloud tools, monitoring tools, consulting, professional services, demonstrations and POCs, RFPs, marketing efforts (blogs, trade shows and conferences, social media), sales processes, customer support, custom integrations, and more.

Skills

Sales Engineering, Customer Support, Troubleshooting, Consulting, Scripting, Python, Monitoring tools, Cloud, Amazon AWS, Microsoft Azure, Google Cloud Platform, Integrations, Startups, DevOps, SaaS, Professional Services, Linux, Kubernetes, Operational Technology (OT), Cybersecurity

Employment

09/2025-Present

Director of Customer Success

Corsha

04/2025-09/2025

Customer Engineering Lead

03/2023-04/2025

Senior Solutions Architect

Corsha automates machine identity management and securing machine-to-machine communication through one-time use credentials and microsegmentation.

I lead the team that manages prospect and customer deployments to ensure they achieve full machine identity and security using Corsha's Identity Provider for Machines. My primary goal is to drive customer retention, loyalty, and expansion by overseeing the entire customer lifecycle from proof-of-value to renewal. My role as leader of the team includes defining and improving our internal processes and systems in order to make my team members successful. I also work directly with key customers to deploy both on-prem and in the cloud, as well as to build relationships and partnerships with those key customers.

I started at Corsha as a combination of pre-sales and customer success to help customers and prospects implement Corsha's platform and realize value from the product. This included giving demonstrations and answering technical questions for prospects, helping with marketing by writing blog posts or attending conferences, deploying and maintaining installations for customers, and helping the other engineering and business teams at Corsha.

11/2021-02/2023

Senior Solutions Architect

TriggerMesh

TriggerMesh is an open-source event processing and management tool built on Kubernetes.

As the sales engineer and customer success lead for TriggerMesh, my role involved helping prospective customers accelerate a shift to event-driven architectures with open-source APIs based on Kubernetes and Knative. Customers ranged from individuals to international financial institutions. Partnerships included Cisco and VMware.

In addition to sales tasks and customer consulting, I contributed to the marketing team in the form of blog posts, video tutorials, and speaking slots at industry conferences. Interaction with the development team was key to relay customer use cases and product feedback.

11/2020-11/2021

Senior Solutions Architect

Yotascale

Yotascale is a SaaS cloud cost allocation tool for AWS and Microsoft Azure with a focus on Kubernetes costs.

Solutions consulting for current and prospective customers of Yotascale. My main role was to demonstrate the value of cloud cost management with Yotascale to infrastructure and DevOps engineers with large AWS and Azure

deployments. I helped current Yotascale customers improve their cost allocation and reporting. Due to this customer interaction, I was able to relay important industry trends and enterprise-level feedback to our marketing and product teams.

03/2017-11/2020

Director of Cloud Solutions

ParkMyCloud / Turbonomic

ParkMyCloud (acquired by Turbonomic in May 2019) is a SaaS platform that helps reduce cloud costs by turning off servers when they aren't in use.

Solutions consulting for current and prospective customers of ParkMyCloud. This included pre-sales engineering, demonstrating the product, and post-sales support and consultation. This also included helping with marketing by writing blogs and articles, running trade show booths and meetups, and creating video content. I also helped engineering with scripting projects, integrations, and market analysis for new features.

ParkMyCloud interacts with Amazon Web Services, Microsoft Azure, and Google Cloud Platform, which means I had daily exposure to multiple IaaS and PaaS services in those public clouds. Scripting is typically done in Python, with integrations to Slack and MS Teams, SSO tools like Okta and Azure AD, and enterprise apps like ServiceNow.

10/2015-03/2017

Solutions Engineer

CloudBolt Software

CloudBolt is a hybrid cloud management platform for managing and deploying public and private cloud workloads.

Pre-sales and post-sales engineering that included demonstrations, running POCs, professional services engagements, and strategic support for CloudBolt customers. Developed solutions that involved cloud platforms (AWS, Azure, GCE, Oracle), virtualization technologies (VMware, Openstack, KVM, RHEV), configuration managers (Chef, Puppet), IPAM solutions (Infoblox), scripting (Python, Bash, Powershell), and many other tools.

11/2013-10/2015

Technical Consultant

Circonus

Circonus is a monitoring and analytics platform built to handle unlimited metrics using a custom database.

Pre-sales engineering and post-sales services and support. This included giving demonstrations of the Circonus SaaS product and on-prem product, guiding prospects through the evaluation process, performing on-site installations, scripting and custom integration work, support, and consulting with customers regarding the best practices of monitoring and analytics.

08/2011-11/2013

Client Services Engineer

Zenoss, Inc.

05/2008-08/2011

Senior Client Support Engineer

Zenoss is an open-source monitoring and analytics tool for network and server management.

As a Senior Client Support Engineer, I supported enterprise customers, worked with the engineering team on product development, mentored other Support team members, helped the marketing team at trade shows, and worked with the Zenoss online community. In August 2011, I was promoted to Client Services Engineer, where I performed installations, custom projects, and training sessions for Zenoss customers as a part of the professional services group. I specialized in handling complex environments and large deployments.

06/2006-05/2008

Systems Engineer

Plan B Technologies

Plan B Technologies is a consulting company specializing in Citrix, Netapp, and Juniper products.

Provided support for various Citrix products and performed installations of Presentation Server, Web Interface, and Citrix Secure Gateway on Windows Server.

Education

- B.S. in Computer Science from University of Maryland, College Park, MD 12/2006