Cristian Gómez
SOLUTIONS ARCHITECT - REGIONAL SALES MANAGER

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Mexico City (open to relocation or remote)

PROFESSIONAL SUMMARY

Telematics Engineer with 11+ years of experience in pre-sales engineering, solution architecture, and strategic account management across government and enterprise sectors. Strong background in VMS, video analytics, LPR, and integrated security platforms for mission-critical environments.

Experienced across both technical and commercial domains, leading engineering teams, designing scalable architectures, and supporting enterprise-level deployments. Highly customer-oriented, consistently balancing client requirements with internal processes and cross-functional collaboration.

AWS Cloud Practitioner Certified, with practical experience in Docker containers, cloud workflows, and hybrid architectures. Skilled in executive communication, technical storytelling, and supporting marketing initiatives.

EDUCATION

Universidad Politécnica de Madrid (UPM)
Madrid España 2023
Master in Management of Information Systems and Communications

Instituto Politecnico Nacional
Mexico City 2012
Bachelor of Engineering in Telematics

KEY SKILLS

Technical Skills
- VMS, LPR, video analytics, Safe City architectures
- API integrations, access control, fire panels, distributed systems
- Docker containers and cloud-enabled workflows
- Databases: PostgreSQL, SQL Server, MongoDB, MySQL
- Web development (Node.js, React)
- Secure communication protocols, ONVIF, TCP/IP
- Experience building lab environments for integration and validation workflows

Commercial & Leadership
- Pre-sales engineering & solution design
- Strategic account management
- Consultative selling & executive presentations
- Partner/channel development
- Cross-functional team coordination
- Support for marketing content and newsletters

Project Management
- End-to-end project coordination from discovery to delivery
- Requirements gathering and technical scoping with stakeholders
- Alignment across commercial, technical, and operational teams
- Risk assessment, mitigation planning, and timeline management
- Stakeholder communication and progress reporting
- Best practices in documentation, traceability, and project handover

PROFESSIONAL EXPERIENCE

Regional Sales Manager – ISS
2024 – Present
- Lead regional sales operations and align commercial strategy with technical requirements.
- Coordinate pre-sales engineering for solution design, demos, PoCs, and discovery sessions.
- Strengthen executive-level relationships and support partner ecosystem development.
- Collaborate with marketing on newsletters and strategic communications.

Solutions Architect – ISS
2019 – 2024
- Designed scalable architectures for VMS, LPR, and video analytics in Safe City and enterprise environments.
- Directed pre-sales activities: sizing, proposals, RFP responses, and PoC execution.
- Coordinated engineering teams through design, testing, and deployment.
- Developed cloud-enabled workflows using AWS/GCP for analytics data processing.

Software Development Manager – ISS
2017 – 2019
- Managed software development teams focused on integrations and security modules.
- Defined development priorities aligned with product roadmap and customer needs.
- Coordinated technical efforts with ISS R&D USA and technology partners.

Technical & Sales Support Engineer – ISS
2014 – 2017
- Provided technical pre-sales support, demos, and solution sizing for integrators and enterprise clients.
- Delivered customer training, presentations, and field support.
- Participated in trade shows and workshops to strengthen technical positioning.

RAN Optimization Engineer – TELCEL
2013 – 2014
- Optimized LTE/UMTS networks using Ericsson, Huawei, and NSN tools. Automated RF and SON analysis using Python, Perl, Shell, and Java.

ACHIEVEMENTS

- Established and expanded ISS in Mexico, positioning a previously unknown brand as a competitive and trusted player in the national security market.
- Drove the adoption of ISS as the primary management platform for Mexico City, enabling mission-critical operation in one of Latin America's largest metropolitan surveillance ecosystems.
- Implemented AI-based facial recognition and market analytics in Liverpool department stores, leveraging security technology to generate insights for non-security business areas.