

ANTONI PESTKA

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SUMMARY

Goal-oriented Senior Technical Solutions Engineer with broad experience in pre- and post-sales engineering, solution design, and client enablement. Known for translating complex technologies into customer-aligned solutions, supporting RFPs, and driving successful deployments through cross-functional collaboration.

EXPERIENCE

COMPLYPLANET, Phoenix, Arizona (Remote)

Partner - Governance, Risk & Compliance (USA), 2026-Present

- Drive US market expansion by identifying strategic partnerships and positioning GRC capabilities across industries with active compliance exposure, including AI governance, data protection, and enterprise risk management.
- Qualify and develop new business opportunities with organizations navigating ISO standards, emerging data protection laws, and regulatory frameworks including the EU AI Act, NIST AI RMF, SOC 2, and GDPR.
- Lead client advisory engagements on governance frameworks and enterprise risk management, helping organizations build audit-ready compliance infrastructure aligned to international regulatory requirements.
- Develop scalable compliance solutions, including repeatable assessment processes and SaaS-driven approaches for continuous monitoring and regulatory alignment.
- Manage global stakeholder and partner relationships, coordinating across clients, internal teams, and channel partners to structure and deliver high-impact compliance engagements.

ZEBRA TECHNOLOGIES, Remote

Senior Sales Engineer, 2022-2026

- Influenced \$12M directly in annual revenue by driving technical discovery, solution validation, and executive-level value positioning across enterprise and public-sector sales cycles.
- Played key technical role in 12 RFPs per year through identifying differentiators, closing solution gaps, and strengthening compliance alignment to improve win probability in highly competitive, regulated markets.
- Supported 50 enterprise accounts through pre- and post-sales engagement by accelerating solution adoption, reducing post-sale friction and enabling long-term account growth.
- Provided influence to 50 customer-driven product enhancements by translating field insights into prioritized roadmap inputs, strengthening product-market fit and executing competitive positioning.
- Provided pre- and post-sales technical leadership for enterprise and public-sector customers across federal healthcare and SLED environments, and ensuring smooth installation, onboarding, and follow-through that strengthened client confidence.
- Partnered closely with sales, product, and engineering teams to conduct technical discoveries, design customer-aligned solutions, support RFP responses, and enable successful deployments.
- Guided federal healthcare and SLED customers through full technical buying journey by delivering tailored solution demonstrations, clarifying requirements, and supporting implementation activities.
- Served as trusted technical advisor by translating complex product capabilities into clear business outcomes aligned with stakeholder priorities.
- Assessed RFP criteria, identified capability alignment, and supplied technical input that improved competitiveness and supported successful bid submissions.
- Coordinated custom product requests by engaging product, engineering, and operations teams and keeping clients informed on progress.
- Built and maintained strong customer relationships through consistent communication, expectation management, and alignment of solutions to operational goals.
- Led cross-functional discussions between client teams and internal SMEs to streamline project timelines, clarify deliverables, and reduce execution bottlenecks.

- Supported revenue growth by promoting high-value solutions and delivering strong service experiences that reinforced customer loyalty.

US ARMY, Fort Campbell, Kentucky and Clarksville, Tennessee

Water Treatment Specialist / Water Treatment Technician, 2016-2022

- Operated and maintained water treatment systems in mission-critical environments to ensure safety, reliability, and compliance.
- Conducted quality testing, troubleshooting, and reporting while supporting joint operations and logistics across multiple sites.
- Carried out detailed water quality assessments by sampling multiple water sources and conducting analytical tests to verify water potability and meet mission standards.
- Compiled water quality results into clear, structured reports, and updated online analytical systems with current operational data.
- Diagnosed equipment failures, performed hands-on repairs, and restored critical systems to working condition to ensure uninterrupted field operations.
- Performed routine sampling and testing of multiple water sources, ensuring compliance with safety standards and maintaining consistent water quality to support operational readiness in diverse field conditions.
- Oversaw equipment and tool inventories valued at \$250K, ensuring accuracy, accountability, and readiness for field deployment.

ADDITIONAL EXPERIENCE

XPO LOGISTICS, INC., Phoenix, Arizona, Order Picker, 2015-2016. Performed operating of powered industrial equipment (forklift, cherry picker, pallet rider) safely and efficiently. Sorted products on pallets by designated drop-off locations and transported them to correct areas. Consolidated, relocated, and put away inbound products while maintaining high accuracy of inventory. Picked individual cases, using RF scanners, verifying tag numbers, part numbers, and product descriptions to ensure accurate order fulfillment.

EDUCATION

CENTRAL MICHIGAN UNIVERSITY, Mount Pleasant, Michigan, M.S., Information Systems, 2024

AMERICAN MILITARY UNIVERSITY, Charles Town, West Virginia, B.S., Information Systems Security, 2020, summa cum laude

CERTIFICATIONS

- AWS Certified AI Practitioner, 2026 (in progress)
- Lean Six Sigma Green Belt, 2023
- Android Enterprise Certified Professional, Google, 2022
- Google Data Analytics, Coursera, 2021

TECHNICAL SKILLS

CRM & Sales Support Tools, Cloud & Systems Fundamentals (AWS)

Data & Analytics Tools: Excel, SQL, R, Tableau, Power BI, CRM

Cloud Platforms: AWS

Infrastructure & Cloud: Ubuntu, VPS

DevOps & Automation: Coolify, CI / CD pipeline, Uptime Kuma Platform

Database Technologies: Supabase, NocoDB, n8n, Ollama Application Deployment

Project Management: Salesforce, Jira, Monday.com