

SURAJ NAIR

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LinkedIn | Portfolio

SUMMARY

Senior Solutions Engineer — Cloud, Network & AI Security with 9+ years of experience and a track record of turning around underperforming territories — growing from a blank-slate SMB practice to a \$70-72M cloud security quota at Fortinet. Now partnering with high-growth, venture-backed startups at Cloudflare across Zero Trust, Application Security, and the AI portfolio (Workers AI, AI Gateway, Vectorize, AI Security for Apps). Adept at running the full technical sales cycle — from fast-moving startup PoCs to complex, multi-stakeholder enterprise deals spanning 6–24 months.

TECHNICAL SKILLS

Cloud Platforms: AWS, Microsoft Azure, GCP, OCI, Cloudflare, FortiCloud

Network & Infrastructure: TCP/IP, UDP, QUIC, DNS, DHCP, BGP, OSPF, EIGRP, VPN, GRE, IPSec, SD-WAN, HTTP/S, SSL/TLS, NAT, Routing & Switching, NaaS, CDN, Anycast, Load Balancing, Cloudflare Magic Transit, Magic WAN, Cloudflare Network Interconnect, Argo Smart Routing, AWS VPC, AWS GWLB, AWS TGW, Azure VNET, Azure vWAN

Security: Firewall, Proxies, IPS, WAF, DDoS, Bot Management, Rate Limiting, API Security, CNAPP, CSPM, CWPP, CASB, CIEM, SASE, DLP, DevSecOps, mTLS, Zero Trust (Access, Gateway, WARP)

Developer Platform: Cloudflare Workers, Pages, R2, D1, KV, Durable Objects, Wrangler CLI

AI / ML Platform: Cloudflare OS, Workers AI, AI Gateway, Vectorize, AutoRAG, AI Security, Agents SDK, OpenCode

Automation & IaC: Terraform, CloudFormation, ARM Templates, Linux, Ansible

PROFESSIONAL EXPERIENCE

Cloudflare • Senior Solutions Engineer

Jul 2026 – Present | Remote

- Serve as the technical partner to Account Executives across Cloudflare's Digital Native Startups segment — driving technical wins with high-growth, venture-backed, and cloud-native companies scaling on Cloudflare's global network.
- Lead technical discovery, architecture design, and proof-of-concept engagements spanning Cloudflare's full portfolio — Application Security (WAF, Bot Management, API Security, DDoS Protection), Network Services (Magic Transit, Magic WAN, Cloudflare Network Interconnect), Zero Trust/SASE (Access, Gateway, WARP), and the Developer Platform (Workers, Pages, R2, D1, KV, Durable Objects).
- Design reference architectures for startups migrating from legacy CDN, WAF, and VPN stacks to Cloudflare's unified edge platform — reducing infrastructure complexity and accelerating time-to-value.
- Position Cloudflare's AI portfolio — Workers AI, AI Gateway, Vectorize, and AI Security for Apps — to help AI-native startups deploy, secure, and scale LLM-powered applications at the edge.
- Champion Cloudflare against legacy CDN, WAF, and VPN vendors (Akamai, Fastly, Zscaler, Imperva) in technical evaluations — translating platform differentiation into business outcomes for engineering teams.

Fortinet • Specialist Cloud Solutions Engineer

Oct 2020 – Jul 2026 | Remote

- Progressed from Inside to Regional to Specialist Cloud Solutions Engineer over nearly 6 years. Built an SMB Cloud practice from scratch; owned a \$70-72M Cloud overlay quota including a team component; closed \$90-91M in 2025 and lifted a sub-50% region to 120%+ in two quarters.

- Closed competitive deals across long sales cycles involving multi-stakeholder environments and competitive displacement with Fortune 500 companies like ExxonMobil, Walmart, Lowe's and many more.
- Supported 90+ field SEs across 11 districts and 250+ accounts; earlier in career, built SMB Cloud sales from zero pipeline to consistent above-quota performance while supporting 65+ SEs across SMB and Mid-Market.
- Drove the technical sales cycle across AWS, Azure, GCP, and OCI — from discovery through presentations, demos, PoCs, and deployment handoff — positioning FortiGate Firewall VM, Cloud Native Firewall, CNAPP, Web Application Firewall, and FortiFlex.
- Designed multi-cloud security architectures across hub-and-spoke, distributed ingress/egress, and east-west traffic inspection models tailored to customer environments.
- Covered the broader Fortinet cloud portfolio in pre-sales engagements — CNAPP, DevSecOps, WAF, SASE and DLP — aligning solutions to enterprise compliance frameworks and zero-trust architectures.
- Partnered with Channel, CSM, and Account teams on deal strategy; supported QBRs and executive briefings for key accounts.
- Trusted speaker at Fortinet Accelerate, ONUG, AWS Summits, AWS re:Inforce, and Google Cloud Next; served as the face of Fortinet's Cloud team at Public Sector Tech Connect events across the US.

Amazon Web Services • Cloud Support Engineer

Jul 2019 – Sep 2020 | Dallas, TX

- Built deep AWS networking expertise supporting enterprise customers on VPC, EC2, Transit Gateway, ELB, and Site-to-Site VPN — including multi-vendor firewall integrations.
- Acted as voice-of-customer to internal AWS service teams and created technical enablement content including knowledge articles, video walkthroughs, and guides adopted across the AWS Support engineering community.

Reliance Jio • Network & Protocol Engineer

Aug 2015 – Jul 2017 | Mumbai, India

- Managed Cisco routing/switching infrastructure and performed QA on LTE handsets for VoLTE, VoWiFi, and RAN across multiple chipsets. Handled critical network outages and migration events.

CERTIFICATIONS

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| ▪ Fortinet Certified Public Cloud Security Architect | ▪ Fortinet Certified Enterprise Firewall Administrator |
| ▪ Fortinet Certified AWS Security Specialist | ▪ Fortinet Certified Azure Security Specialist |
| ▪ Fortinet Certified Network Security Professional | ▪ Fortinet Certified Network Security Associate |
| ▪ AWS Certified Solutions Architect – Associate | ▪ AWS Certified Cloud Practitioner |
| ▪ Microsoft Certified: Azure Fundamentals | ▪ Google Certified Cloud Digital Leader |
| ▪ Aviatrix Certified Multi-Cloud Network Specialist | ▪ (ISC) ² Certified in Cybersecurity |
| ▪ Cloud Security Alliance – CCSK | ▪ OPSWAT Certified File Security Associate (OFSA) |
| ▪ Cisco CCNA – Routing & Switching | ▪ MITRE ATT&CK Security Stack Mappings: AWS & Azure |

EDUCATION

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| MS • Information Systems Security — University of the Cumberland, Williamsburg, KY | Dec 2023 |
| MS • Network Engineering — Southern Methodist University, Dallas, TX | May 2019 |

HONORS & AWARDS

- Best Student Paper of the Year 2018 – ITERA Conference, for research on “LPWA Solutions for IoT Devices: LTE-M, NB-IoT”
- SMU Lyle Student Senator, 105th Student Senate of SMU