

Brian Athey

Senior Solutions Engineer | Pre-Sales Solutions Consultant | Agentic AI, MCP & APIs | DAM & PIM

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SUMMARY

Two-time #1 Global Solutions Engineer at Canto (FY2024 and current role). Own the full enterprise pre-sales cycle (technical discovery, solution architecture, proof of concept, RFPs, security reviews and executive demos) for DAM and PIM across education, banking, manufacturing, construction, CPG and e-commerce.

Hands-on builder of agentic AI solutions: MCP connectors that give Claude, Copilot and other AI agents governed access to product content, LLM workflow automation, and REST, webhook and OAuth integrations across PIM, CMS, ERP and Amazon and Shopify marketplaces. Bilingual executive communicator who turns technical requirements into measurable business value.

CORE COMPETENCIES

Pre-Sales: Technical Discovery • Solution Architecture & Design • Proof of Concept (POC) • Executive & Technical Demos • RFP / RFI & Security Questionnaires • MEDDIC / Value-Based Selling • ROI & Business Case • Competitive Positioning

AI & Integration: Agentic AI & LLM Workflows (MCP, Claude, OpenAI Function Calling, Tool Use) • Prompt Engineering • REST APIs, Webhooks, JSON • OAuth 2.0, SSO / SAML • iPaaS (Make, n8n, Celigo) • Python, JavaScript • CI/CD (GitHub Actions)

Platforms & Cloud: DAM • PIM • CMS • ERP • E-commerce & Marketplaces (Amazon Seller Central, Shopify Admin API) • AWS (S3, DynamoDB), Azure, GCP • SOC 2

Leadership & Tools: SE Mentoring & Enablement • Partner & Channel SE Support • Salesforce (7+ years), Gong, Monday.com • Agile / Scrum, PMP, SAFe, Lean Six Sigma

PROFESSIONAL EXPERIENCE

Canto — Austin, TX (Remote) • Feb 2022 – Present • *Implementation Manager* → *Solutions Engineer* → *Senior Solutions Engineer*

Senior Solutions Engineer | Feb 2025 – Present

- Ranked #1 Global Solutions Engineer across complex enterprise accounts, with a technical win rate above team benchmarks.
- Own the full technical sales cycle as subject matter expert for Canto DAM for Products (PIM): discovery, solution validation, POC design, RFP responses and executive demos.
- Secured technical wins on major enterprise accounts in broadcasting and agency services, including large-scale media library migrations.
- Architect and demo agentic AI solutions on Canto's DAM for Products MCP connector, enabling Claude, Copilot and other AI agents to query approved, governed product content in real time.
- Lead technical solutioning for Amazon Seller Central and Shopify integrations, including AI-driven listing validation with one-click Amazon submission and natural-language bulk attribute updates.
- Built the go-to-market enablement framework for marketplace integrations, turning commerce-platform economics into discovery questions and positioning.
- Design scalable SaaS architectures using REST APIs, JavaScript, AI-powered search, metadata models and CDN delivery pipelines.
- Built SE operations tooling: an AI-generated deal-review brief that structures technical objections, competitive signals and post-sale handoff, adopted across the SE team, plus KPI dashboards for leadership.
- As guest Product Manager, built an Opportunity Solution Tree targeting customer churn and ran persona-based research across five industries.
- Mentor Solutions Engineers on solutioning, demos and client communication, and bring field feedback into the product roadmap.

Solutions Engineer | Apr 2023 – Feb 2025

- Ranked #1 Global Solutions Engineer for FY2024 across complex enterprise accounts.

- Led RFPs and security and compliance reviews (SOC 2, SSO / SAML, OAuth 2.0) across multi-stakeholder discovery cycles.
- Delivered custom API-driven solutions (REST, JSON, webhooks) for DAM, PIM and ERP integrations.
- Created AE-facing playbooks and discovery templates that shortened the sales cycle, and built Agile implementation plans during the sales cycle.
- Presented externally on AI and Digital Asset Management.

Implementation Manager | *Feb 2022 – Apr 2023*

- Led post-sale SaaS implementations and large-scale data migrations using FTP / SFTP and AWS (S3, DynamoDB).
- Designed customer adoption strategies and identified expansion opportunities to drive net revenue retention.
- Created onboarding documentation that reduced implementation time and became a repeatable reference architecture.

Watermark Insights — *Austin, TX • Jan 2020 – Feb 2022 • Solutions Consultant & Subject Matter Expert*

- Led strategy, design and delivery of higher-education SaaS implementations, aligning each solution with client goals and timelines.
- Trained teams on SSO / SAML integrations between learning management systems (Canvas, Blackboard, Moodle, Desire2Learn) and on REST API integrations with university Student Information Systems.
- Trained university administrators on data analytics software and gave product feedback that shaped future development.

Notary Confi (CONFI), Founder — *Notary & Certified Translation Services • Texas • 2020 – Present*

- Founded and scaled a bilingual notary and certified translation business serving English- and Spanish-speaking communities in Texas.
- Designed digital intake workflows, compliance-driven document handling and customer journeys using SaaS automation principles.

Texas A&M International University, Adjunct Professor — *Laredo, TX • Dec 2018 – Jan 2021*

- Developed and taught undergraduate Spanish-to-English translation courses; consistently earned top student evaluations.

PROJECTS

The Morning Frequency (iOS App Store release November 2026) — bri-an-pmp.github.io/the-morning-frequency
An ambient journaling app that turns daily writing into music: each paragraph is mood-scored (Claude API, with an on-device fallback) and played as an original choir-and-organ piece generated live with the Web Audio API. Built end to end with Claude Code using vanilla JavaScript and Vite, packaged for iOS with Capacitor and deployed through GitHub Actions to GitHub Pages. Includes a security review (Content Security Policy, prompt-injection guardrails, dependency audit) and a WCAG 2.2 AA accessibility pass.

AI Career Assistant (Digital Twin Chatbot) — huggingface.co/spaces/cousinbrian/Career_Conoz

A Gradio AI career assistant on Hugging Face Spaces using OpenAI function calling, context injection and a multi-turn agent loop; tool calls send real-time alerts for follow-up.

Brian Athey Studio — brianathey.studio

Personal site for music, code, photography and translation, built with Claude Code and published on GitHub Pages.

AWARDS & RECOGNITION

- Canto Company Value Award, “We Are Customer Obsessed” (2024): one of only four awarded company-wide per quarter; nominated by peers.
- “Wingperson of the Year” (2023): voted by the Account Executive team for cross-functional sales partnership.

CERTIFICATIONS

PMP® (Project Management Professional), PMI • PMI-ACP® (PMI Agile Certified Practitioner) • Certified SAgE® 6 Product Owner / Product Manager • Certified Scrum Master (CSM) • Agile Product Owner • Lean Six Sigma Black Belt • Pendo Admin • ChatGPT Advanced Data Analysis

PMI micro-credentials: Generative AI for Project Managers • Prompt Engineering • AI in Agile Delivery • Agile Hybrid Project Pro • Agile Metrics for Success

EDUCATION

M.A. Spanish Translation, University of Texas Rio Grande Valley

B.A. English & Comparative Literature, UT System / CUNY