

Teebu Philip

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GTM Engineer / Solutions Engineer — AI, Automation & Workflow Systems

SUMMARY

Technical GTM Engineer with strong customer-facing experience, specializing in translating complex systems into actionable solutions that drive adoption and revenue. Experienced in pre-sales discovery, demos, integrations, and AI-driven workflows.

CORE SKILLS

Technical Discovery, Product Demos, APIs, System Integration, Workflow Automation, AI Systems, Python, SQL, REST APIs

PROFESSIONAL EXPERIENCE

SVITLA SYSTEMS — Solutions Engineer / Technical POC | 2021–2023

- Primary technical POC in pre-sales engagements
- Led discovery and demos
- Translated requirements into solutions
- Supported deal progression

Independent Consultant — AI Systems & Workflow Engineering | 2023–Present

- Built AI workflows and integrations
- Translated technical systems into business value
- Designed automation solutions

BOLT MOBILITY — Engineering Manager | 2019–2021

- Managed integrations and backend workflows
- Improved system performance

TRACFONE — Systems Engineering | 2007–2019

- Led global teams (3 managers, 26 engineers)
- PCI compliance involvement
- Enterprise integrations

EDUCATION

MS Computer Engineering — Penn State University

BS Computer Engineering — NC State