

Christophe De Beule

christophe.s.debeule@gmail.com - +1 (672)-472-6083
[GitHub](#)

Introduction

Customer-facing [Solutions Engineer](#) with [5+ years](#) of experience supporting SaaS products, enterprise integrations, and technical sales cycles. Experienced in partnering with Account Executives to deliver value-driven [product demonstrations](#), technical discovery, and custom solutions.

Strong ability to explain complex integrations, APIs, and security concepts to both technical and non-technical stakeholders, while ensuring smooth handoff to Customer Success and implementation teams.

Technical Skills

Sales Engineering: Technical Discovery, Product Demonstrations, Proof of Concept

Integrations & APIs: REST APIs, Webhooks, Custom Connectors

Platforms: Jira (Cloud & Data Center), Salesforce, ServiceNow, Azure DevOps, GitHub, Asana, Freshservice, SolarWinds, and related enterprise platforms

Languages: [C#](#), [Python](#), [Java](#), [Groovy](#), Lua, Dart, TypeScript, JavaScript

Cloud & Security: OAuth2, SSO, SAML, OIDC, OWASP

Collaboration: Sales, Product, Engineering, Customer Success

Work Experience

Exalate

2022 – Present

Solution Engineer / Service Delivery Manager

- Partner with Account Executives to support the [full sales cycle](#), from technical discovery and solution scoping through deal close.
- Deliver [live, persona-based product demonstrations](#) aligned to customer business goals and use cases.
- Design and present custom integration solutions to prove [technical feasibility](#) and articulate business value.
- Support [proofs of concept](#) and pilot integrations, connecting technical outcomes to customer benefits and ROI.
- Following promotion to [Service Delivery Manager](#), own delivery alignment and ensure smooth transition from pre-sales to implementation and Customer Success teams.
- Act as a technical bridge between Sales, Product, Engineering, and Customer Success to reduce risk and increase deal confidence.

iDalko (Premium Atlassian Partner)

2019 – 2022

Systems Engineer

- Supported Engineering and customer teams by maintaining internal platforms and tooling.
- Built and supported integrations across enterprise SaaS environments.

Education

Bachelor in Electronics-ICT

Artesis Plantijn University College Antwerp - Belgium

- Web Technologies, Mobile Development, IoT, Embedded Systems
- Core Computer Science: Data Structures, Algorithms, OOP

Languages: Dutch (Native), English (Fluent)

Projects

Custom Integration Connectors

- Designed and built custom SaaS connectors used to demonstrate integration capabilities during sales cycles.
- Several integrations were later productized and reused by multiple customers in production.