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Louis Sokol

EXPERIENCE

Feedly Threat Intelligence – *Enterprise Account Executive*

May 2022 – Present

El Paso, Texas

- Serving as a trusted advisor to over 80 Fortune 500 & Enterprise Accounts across technology, defense, finance, and consumer sectors.
- Specialize in Cyber Threat Intelligence use cases, aligning solutions to each client's security priorities including Vulnerability Management, Threat Hunting, and remediation.
- Trusted across all levels: CTO, CISO, Directors, Security Architects, and Cybersecurity Analysts.
- Managing the full inbound sales cycle, from initial outreach through close, across Fortune 500 and global organizations.
- Guide clients through proofs of concept, optimizing user adoption, activation, and retention via training sessions and health checks.
- Own procurement workflows, including risk assessments, security reviews, and legal negotiations.

Achievements

- Generating over **\$1.8M in new business and upsells** annually.
- Consistently exceeded sales quota for 3 consecutive years.

Google Cloud – *Technical Account Manager*

September 2021– May 2022

Dallas, Texas

- Partnered with Google Cloud customers to drive strategic infrastructure modernization and data analytics initiatives.
- Coordinated cross-functional teams and engaged directly with customers to deliver exceptional experiences, overseeing event management, feature requests, and bug resolution.

Bridgewater Associates – *Jr. Product Manager*

July 2018 – September 2021

Westport, Connecticut

- Coordinated a multi-year, multi-cloud migration (Azure, Atlassian, Salesforce) by partnering with business managers to define requirements and collaborating with engineers to deliver on business goals.
- Worked with CEO- and CIO-level executives at Bridgewater's largest clients to guide them in using the platform, simplifying complex technical material into clear and concise explanations.
- Served as a trusted partner to critical managers, analysts, and sales teams, driving technology transformation by keeping developers and product teams focused on achieving business objectives.
- Empowered sales teams to extract client insights that helped close multi-million-dollar deals by designing flexible, reusable Salesforce dashboards to visualize complex user data.

Achievements

- Successfully restored a strained relationship between Bridgewater's Analyst and Technology teams by partnering with key managers and engineers to resolve longstanding productivity issues, saving thousands of work hours.
- Promoted from IT Technical Support to Junior Product Manager in recognition of strong performance and impact.

NASA – *Software Engineer Intern*

June 2017 – August 2017

Cape Canaveral, Florida

- Developed a note-taking Android app for Mission Managers to track notes and tasks, improving organization and workflow efficiency.
- Designed and presented two prototypes for an internal web application used by multiple offices to report updates and approvals for launches.

Harvard University – *Network Technician Intern*

January 2017 – April 2017

Cambridge, Massachusetts

- Ensured uninterrupted connectivity across Harvard's Cambridge campus by patching and maintaining redundant fiber connections, enhancing network reliability and performance.

EDUCATION

Bachelor of Science in Computer Science – *Wentworth Institute of Technology*

December 2021

Boston, Massachusetts

CERTIFICATIONS

Professional Cloud Architect – *Google Cloud*

December 2021

SKILLS

- **Security & Monitoring:** Wiz, Splunk, Feedly Threat Intel
- **Data Visualization:** Tableau, Power BI
- **Cloud Platforms:** Google Cloud Platform (GCP)
- **CRM & ITSM:** Salesforce, ServiceNow, Atlassian
- **Other:** Proficient in scripting and API integrations