Kirolos Botros

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Solutions Engineer | SaaS, Pre-Sales & Value Consulting | Client-Facing Technical Leader | AI Champion

PROFESSIONAL EXPERIENCE

Datagrid (Acquired by Procore) **01/2026 – Present**
Founding Solutions Engineer *Remote – San Francisco, CA*

- Navigated an acquisition as Founding Solutions Engineer accelerating deal velocity by 40% ensuring continuous pipeline growth
- Influenced over $890k in new ARR post-acquisition, acting as the technical authority in executive-level pitches
- Led strategic co-selling initiatives with AWS, representing Procore at in-person events to evangelize AI-driven solutions
- Mentored and fully ramped 3 internally hired SEs, building the foundational technical playbook for the new AI SE team
- Upskilled 100+ global sellers via AI enablement workshops, driving technical fluency and confidence for AI sales motions
- Architected and built AI orchestrator agents, leveraging both MCP and REST API to embed AI into construction workflows

HeadLight **08/2024 – 02/2026**
Lead Solutions Engineer *Remote – Seattle, WA*

- Sole Solutions Engineer supporting 3 AEs nationwide with solution design, demos, and strategic guidance across the sales cycle
- Collaborated with product teams to define roadmap priorities; authored 50+ JIRA tickets, 3 of which shipped to production
- Delivered 4 full-cycle client POC's, configuring environments and building HTML/Python prototypes that secured $270K ARR
- Developed a web app mapper from HeadLight JSON/PDF to ODOT PDFs - reusable across DOTs, saving 30 min/day/pdf
- Drove a 25% increase in pipeline by training internal teams using workshops that enhanced product readiness and collaboration

Instron **09/2023 – 08/2024**
Sales Engineer *Remote – Aliso Viejo, CA*

- Managed a $10M quota and $1.5M discretionary budget, exceeding targets by 8% through discounts and event-driven wins
- Led full sales cycle - from cold outreach to technical demo to close - while directing 2 account reps supporting OTC parts sales
- Secured 7 new accounts via CRM-driven prospecting and lead management across aerospace, defense, and biomedical sectors

Plant Prefab **03/2023 – 09/2023**
Project Manager *Hybrid – Rialto, CA*

- Delivered $3M+ in project proposals using CAD-based plan reviews and structural take-offs to produce accurate BOMs
- Directed installation effort of a $1.2M custom home in Los Angeles, optimizing crane schedules and sequencing modular install

BuildOps **11/2021 – 02/2023**
SaaS Implementation Manager *Remote, CA*

- Managed 6-8 B2B SaaS implementations (5-week avg) via Salesforce, onboarding 16 SMB/enterprise clients worth $500K ARR
- Executed a 7-step project plan from kickoff to go-live, achieving 88% on-time delivery across client accounts with 15-30 users
- Completed a 3-month sales rotation, contributing $150K+ in ARR - representing 7.5% of the team's annual goal

Hensel Phelps **10/2020 – 11/2021**
Field Engineer *Irvine, CA*

- Developed 1, 3, and 6-month logistics phasing plans aligning with building codes, project timelines, and site constraints
- Led a $3.5M build-out of an 11,000 sq. ft. temporary office from bid through installation, ensuring profitability using Excel

Kimley Horn and BNBuilders **03/2018 – 08/2019**
Engineering Internships *Riverside, CA*

EDUCATION

California Polytechnic University, Pomona **05/2020**
Bachelor of Science in Civil Engineering *Pomona, CA*

- *Cum laude*, 3.68/4.0 GPA; Dean's List 2017, 2018, and 2019; President's List 2019, 2020

SKILLS

- **Skills:** HTML, REST API, MCP, AI Agent building Python, Jira, Confluence, Salesforce, Cursor, Notion, Figma, Monday, ClickUp, SaaS Implementation, Pre-Sales Support, POCs, Client Solutions, Cross-Functional Collaboration, Arabic (fluent)