



Contact

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Email

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Online

My Website

<http://dariusjsmith.com/portfolio>

<http://dariusjsmith.com/notion>

<http://dariusjsmith.com/>

Social

<https://linkedin.com/in/darius-j-smith>

Achievements

I influenced over \$2M of MRR in 2024

- My Account Executives and I have a Closed/Won rate of over 50% selling to enterprise clients

I influenced Klaviyo's 2nd largest deal

- I created a custom demo environment and other POC assets resulting in buy-in from key technical stakeholders

Darius J Smith

Sr. Solutions Architect

I'm an Engineer turned Pre-Sales Engineer with over 5 years selling to SaaS technology to enterprise clients. I am uniquely skilled at communicating both business and technical value delivering tailored demos, building custom POCs, and solving technical challenges that drive sales conversions. In addition to Sales, I partner with Product teams to align solutions with customer needs, streamlining integrations, and advocating for impactful product improvements. I am comfortable working with both C-suite and technical stakeholders, with a strong foundation in AI and a passion for helping marketing teams leverage innovative solutions.

Experience

● Apr. 2023 - Current

Klaviyo | Remote

Sr. Solutions Architect

At Klaviyo, I serve as the liaison between sales and implementation for top prospects, driving successful engagements with a strong focus on upmarket expansion. In selling Klaviyo's advanced MarTech solutions, I navigate a longer, in-depth sales process tailored to both lean teams seeking productivity-focused AI features and large marketing organizations with complex, high-demand requirements.

● Jul. 2022 - Dec. 2022

Even Financial | Remote

Sales Engineer

As Even's founding Sales Engineer, I brought in my early-stage FinTech Sales Engineering experience to support the outside sales team. I establish technical demo templates and technical sales collateral that helped close deals efficiently. I acted as a bridge between Sales and Product, allowing Product Managers more time to focus on development. My success was measured by reduced time-to-close deals which I made possible by quickly resolving concern of technical buyers.

● Feb. 2021 - Jun. 2022

Bolt Financial Inc. | Remote

Solutions Engineer

Working with sticky SaaS products such as payments and fraud made technical solutions complex, yet wins very exciting! At Bolt I supported 4-8 Account Executives at a time. I maintained a close/win rate above 60% selling to both SMB and Mid Market prospects. I effectively demonstrated our products and navigated technical stakeholders through API integration discussions to earn trust of champions and close the economic buyers. For enterprise clients, I led detailed solution design demos by collaborating across departments to address complex requirements.



Darius J Smith

Sr. Solutions Architect

Experience cont.

● Nov. 2019 - Sep. 2020

NS8 Inc. | Las Vegas, NV

Solutions Consultant

As the first Solutions Consultant my direct SC director hired, I was a pivotal hire to establish the organization. I quickly became a subject matter expert in all features of our flagship product. And I documented everything I learned and uncovered because we lacked documentation. I consulted the sales org on the progress of our newly build custom API. My biggest accomplishment is initiating and managing the Professional Services team where I managed another individual contributor.

● Sep. 2017 - Nov. 2019

Infosys Inc. | Indianapolis, IN

Software Engineer

Starting as a developer, I worked on front end development work using basic legacy languages like HTML, CSS and Javascript. I was also introduced to modern front end and back end JS languages like React and Node. After a year of coding, I transitioned to a business analyst role with a professional services team. Our team was a third party hired to deploy many SaaS products onto clients tech stack. ServiceNow was our most popular integration. My job was to understand business goals, and customize integrations to best fit our clients needs.

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SE Systems

- Code Editor: VS Code, Github
- API Testing: Postman or Terminal
- Productivity: Airtable, Notion, Asana
- Sales CRM: Salesforce or HubSpot
- Video Conferencing: Zoom, Gong
- Customer Support: Jira, Zendesk
- Knowledgebase: Confluence, Drive
- Communication: Slack, Gmail

Education

● Spring 2017

University of Nevada Las Vegas

B.S. Computer Engineering

with a minor in Computer Science

The Computer Engineering program at UNLV combines hardware and software engineering, emphasizing system design, programming, and problem-solving. The curriculum includes computer science and electrical engineering fundamentals, preparing students to design and implement integrated technology solutions across various industries.