

Cole Fontaine

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"He is a skilled presenter, great listener, is able to boil down complex material to be easily digestible, and he just has a great 'touch' that exudes competence and professionalism. Combine this with his extensive practitioner knowledge from his consulting days as well as his excellent command of the platform, and he has a fantastic overall skill set."

— Enterprise software sales leader

EXPERIENCE

Samsara — Field Sales Engineer

May 2025 – Present

Remote

Partner with enterprise account teams on Samsara's Connected Operations Cloud for fleet and industrial customers.

- Lead technical discovery, solution design, and product demonstrations for enterprise fleet and industrial operations customers
- Run proof-of-value evaluations that translate telematics, safety, and equipment data into measurable business outcomes
- Serve as the technical point of contact across the sales cycle — from architecture and integration questions to deployment planning

Archer Integrated Risk Management — Sales Engineer

2021 – May 2025

Remote

Led technical sales for Archer's integrated risk management platform (Gartner Leader), designing multi-year enterprise risk roadmaps and delivering demos that consistently earned customer praise.

Key Metrics & Awards

- Responsible for over \$21M of revenue over a three-year period; sold to / worked with 20 of the Fortune 200
- President's Club 2023; top-performing Sales Engineer in the United States (non-public sector), FY2022

Selected Responsibilities

- Enterprise Risk Program Consultant — Understood customers' enterprise risk journeys and designed multi-year roadmaps that complement the Archer platform
- Product Demos — Discovered stakeholders, current state, pain, and goals; delivered demos solving key business problems with 80+ hours of demo material ready on demand
- Technical Support — Responded to RFPs, cyber assessments, and tool troubleshooting across the sales cycle
- SaaS Specialist — Led a team of SaaS subject matter experts and educated peers on Archer's SaaS architecture; owned Resiliency domain for product and demo environment improvement

KPMG — Senior Associate, Cyber Services

2015 – 2021

Atlanta, GA

Delivered governance, risk, and compliance (RSA Archer) and privileged access management (CyberArk) engagements for major banks, telecoms, insurers, and technology companies.

- Built and customized Archer applications for risk assessment, BCM, issue management, vendor management, compliance, metrics, and SOX 302 for Fortune-scale clients
- Facilitated requirements gathering, documented processes, managed onshore/offshore teams, and ran end-user training
- Led CyberArk privileged-access discovery, risk ranking, and onboarding integrations, including a six-person onshore/offshore team at a major US telecom

Acuity Brands Lighting — Application Developer

Summer 2014

Conyers, GA

- Redesigned, rebuilt, and enhanced three ASP.NET websites; worked with clients pre- and post-launch for satisfaction
- Used Visual Studio, Oracle Database, ASP.NET MVC, HTML5, Web API, JavaScript, Telerik, and Kendo UI

Thoughtblox LLC — Project Engineer

Summer 2013

Athens, GA

- Helped establish a new company website using Django, HTML5, Linux, and Selenium

SELECTED PROJECTS

Clubora — AI-first SaaS for private country clubs

Side project building a multi-tenant country-club platform: staff dashboard, member portal/mobile app, POS, billing, reservations, and public club sites, with AI co-pilot features against club data. Not in production use yet.

Next.js · Expo · tRPC · Prisma · Supabase · Stripe · TypeScript

Omniworth — Personal finance platform

Side project aggregating bank, investment, and liability data (Plaid), modeling cash flow and withdrawal scenarios, and answering questions via an AI assistant backed by audited, deterministic calculations. Household roles with Postgres RLS; educational planning tools over user-supplied data.

Next.js · TypeScript · Supabase · Plaid · Vercel AI SDK · Resend · Recharts

Crown Cup — Golf league platform

Tournament and league management for a recurring 20+ player golf league: live scoring, drafts, leaderboards, stats, handicaps, and settlement — web and SwiftUI iOS with Firebase backend.

Swift · SwiftUI · Firebase · TypeScript · Node.js · Vue.js · Supabase

SKILLS

- **Languages:** TypeScript, JavaScript, Python, Java, Swift, C++, HTML5, CSS
- **Frameworks:** React, Next.js, Expo, tRPC, Prisma, Vue.js, SwiftUI, ASP.NET MVC, Django
- **Cloud & platforms:** AWS, Supabase, Firebase, Stripe, Plaid, Docker, Linux, Git
- **Enterprise:** RSA Archer, CyberArk, Oracle Database

EDUCATION & CERTIFICATIONS

B.S. in Computer Systems Engineering — University of Georgia, Athens, GA · May 2015

AWS Solutions Architect – Associate (2023)