

Samuel Fitzgerald

sam@samfitz.nyc | <https://samfitz.nyc> | <https://linkedin.com/in/samfitz-nyc> | Brooklyn, New York

Work Experience

retool.com

Sr. Solutions Engineer

April 2025+

- Growing with Retool's Largest Enterprise Accounts
- Spoke at MDM CIO Summit Atlanta, Retool Events in London, Tokyo, San Francisco
- Leading Enterprise POCs for Fortune 500 & Global organizations, logos including:
 - LVMH, Adobe, Zscaler, Autodesk, ClickUp, Stripe, Ramp, Clear, OpenAI
- On pace to be #1 Global SE by Revenue 2025

Solutions Engineer

October 2022 - March 2025

- President's Club 2023 & 2024
- #1 Global Enterprise SE by Revenue in 2024
- #1 Global SE by Revenue in 2023
- Closed Two of largest new-land deals in company history, expanded 2 customers to 7 figure spend

Associate Solutions Engineer

October 2021 - September 2022

- Achieved fastest ASE -> SE Promotion in company history
- 128% Quota Attainment

salesforce.com

Commercial Business Development - Team Lead

May 2020 - October 2021

- 140% Quota attainment in 2020, 144% Quota attainment in H1 2021
- Team MVP September 2020
- Managed Outbound Strategy for 1,000+ accounts with non-traditional salesforce buyers

granular.ag

Business Development Representative

May 2019 - May 2020

- Q3 2019: 173% quota attainment
- 2020 Q1 All-company MVP

Education

Iowa State University

May 2019

Bachelor of Science - Business & Managerial Economics

Skills

Typescript | Python | SQL | Rest APIs | OpenAPIs | Applied AI | AWS | Docker | MCP | FastAPI | NextJS
Solution Design | Proof-of-concept | Technical Evaluations | Objection Handling | Champion Building
Eagle Scout