

Architecting the Modern Sales Engineer

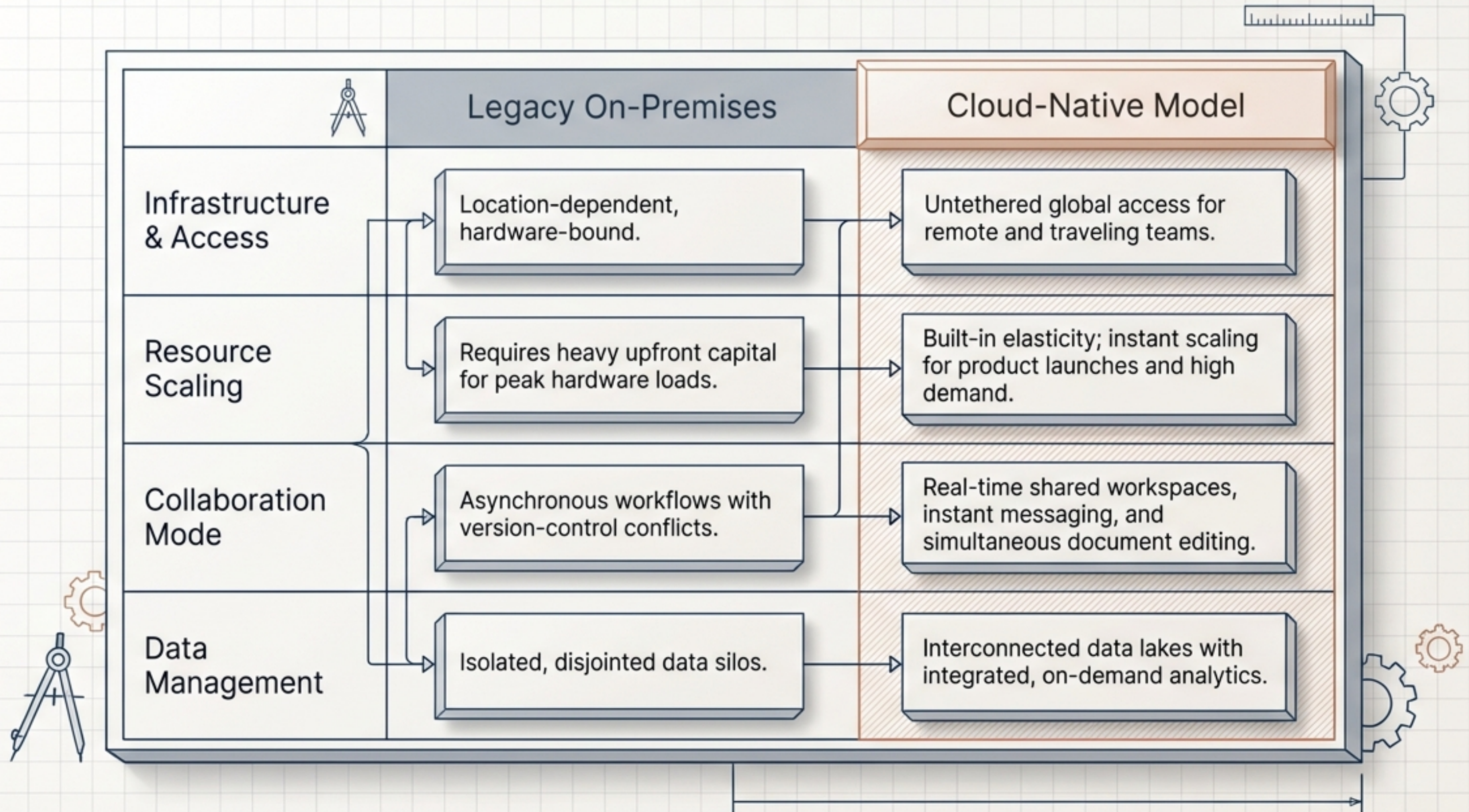
An operational blueprint for cloud-powered sales engineering.



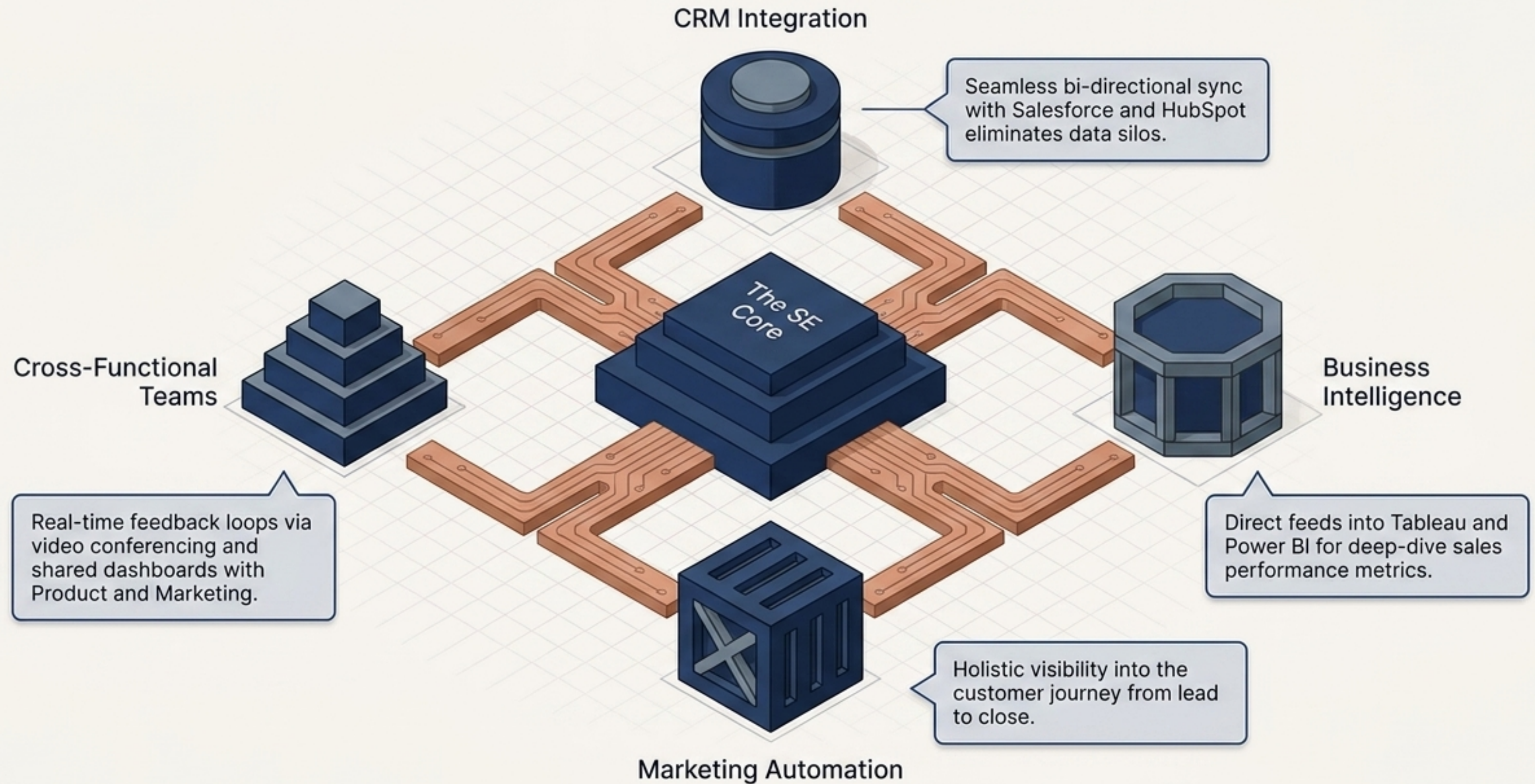
Sales engineers bridge the gap between technical product knowledge and customer needs.

Cloud infrastructure is the new foundation for that bridge.

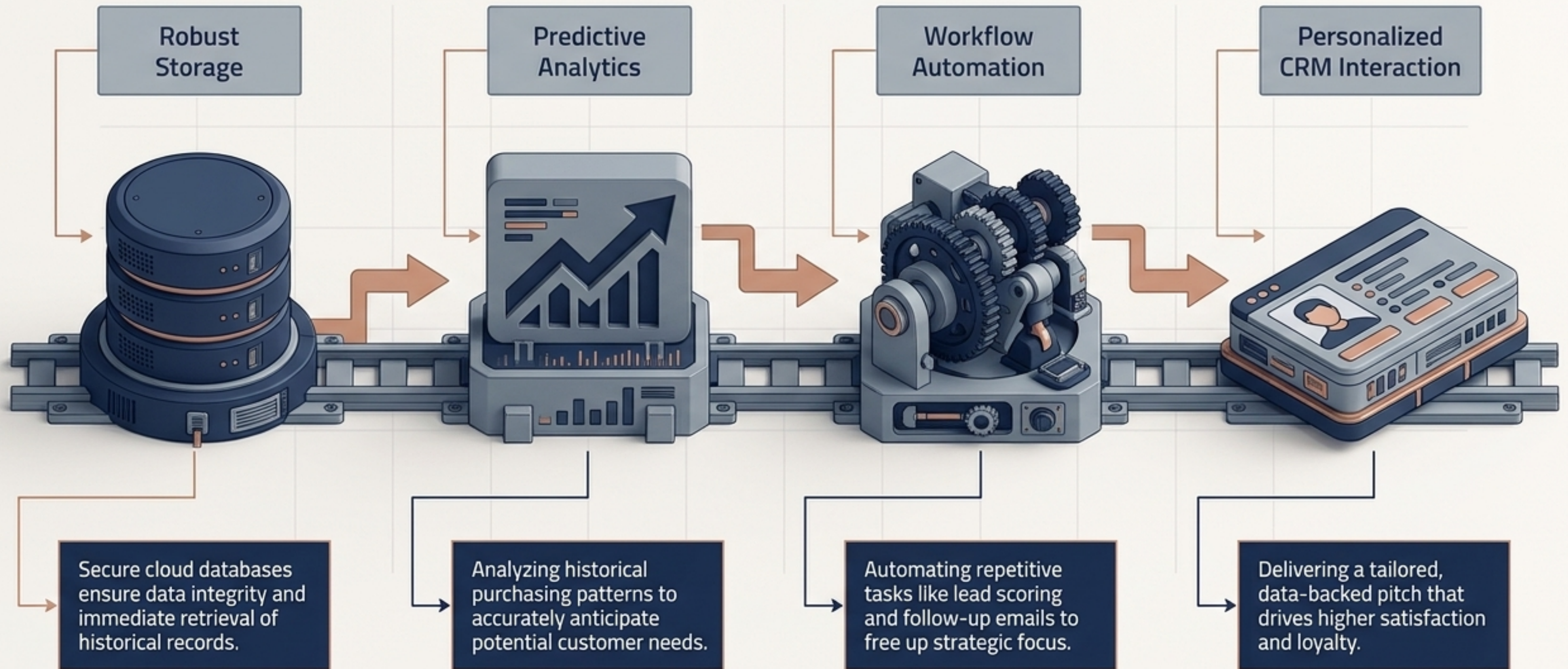
The Evolution of SE Infrastructure



The Connected SE Ecosystem



The Data-to-Insight Engine



The Foundational Guardrails

Defense-in-Depth

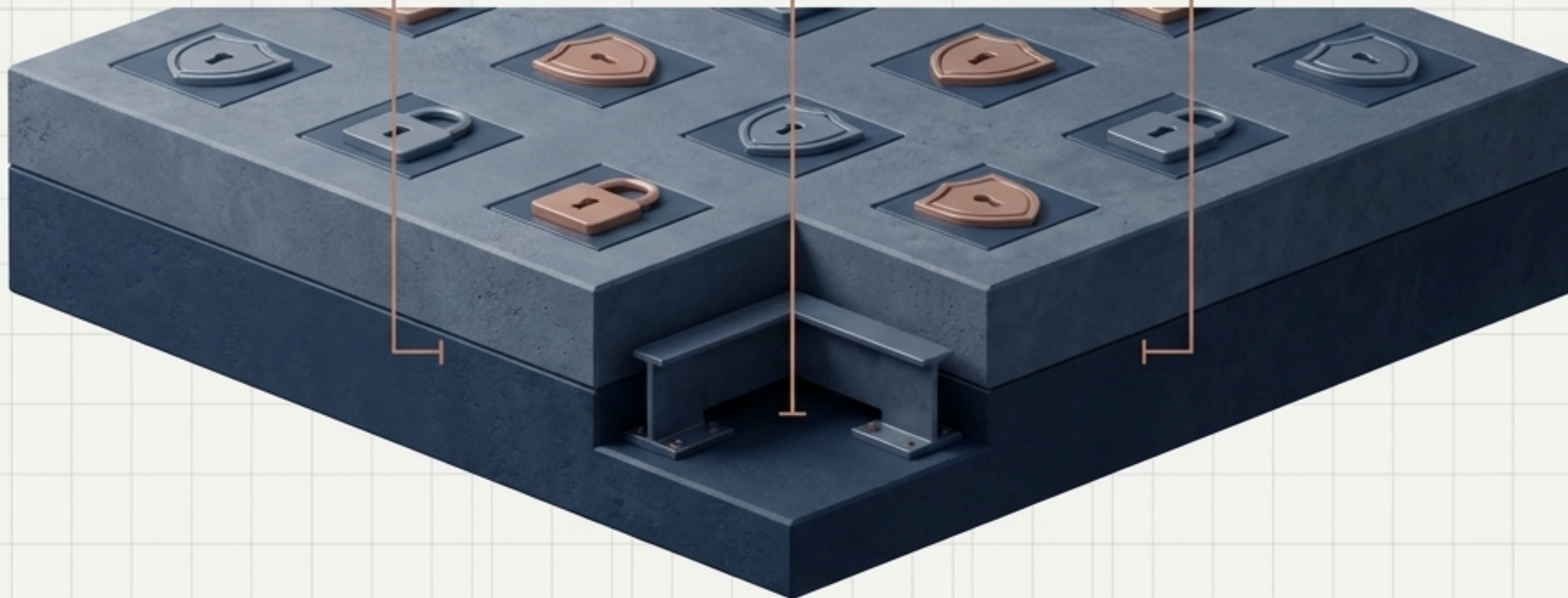
Mandatory implementation of end-to-end encryption and Multi-Factor Authentication (MFA).

Verification

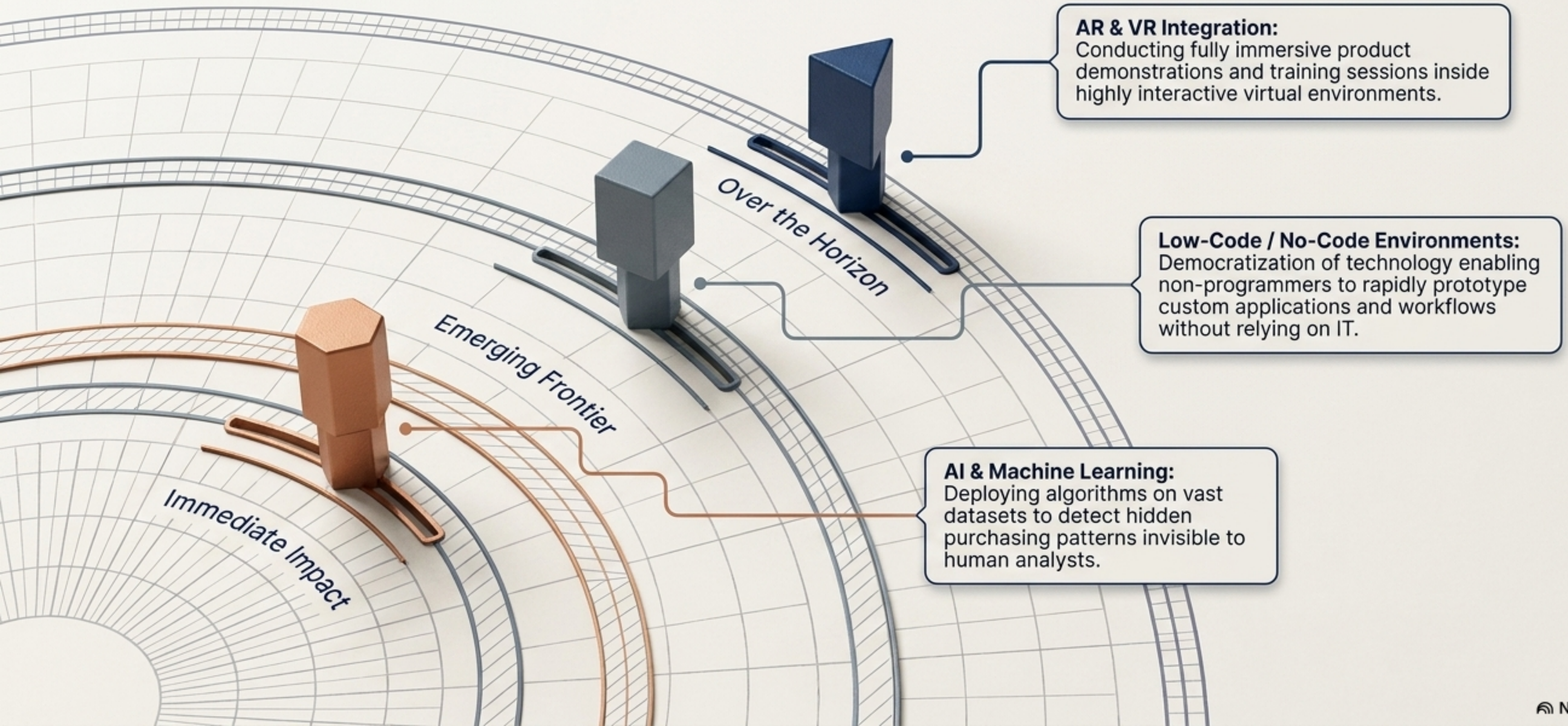
Continuous execution of regular security audits by reputable cloud providers.

Regulatory Adherence

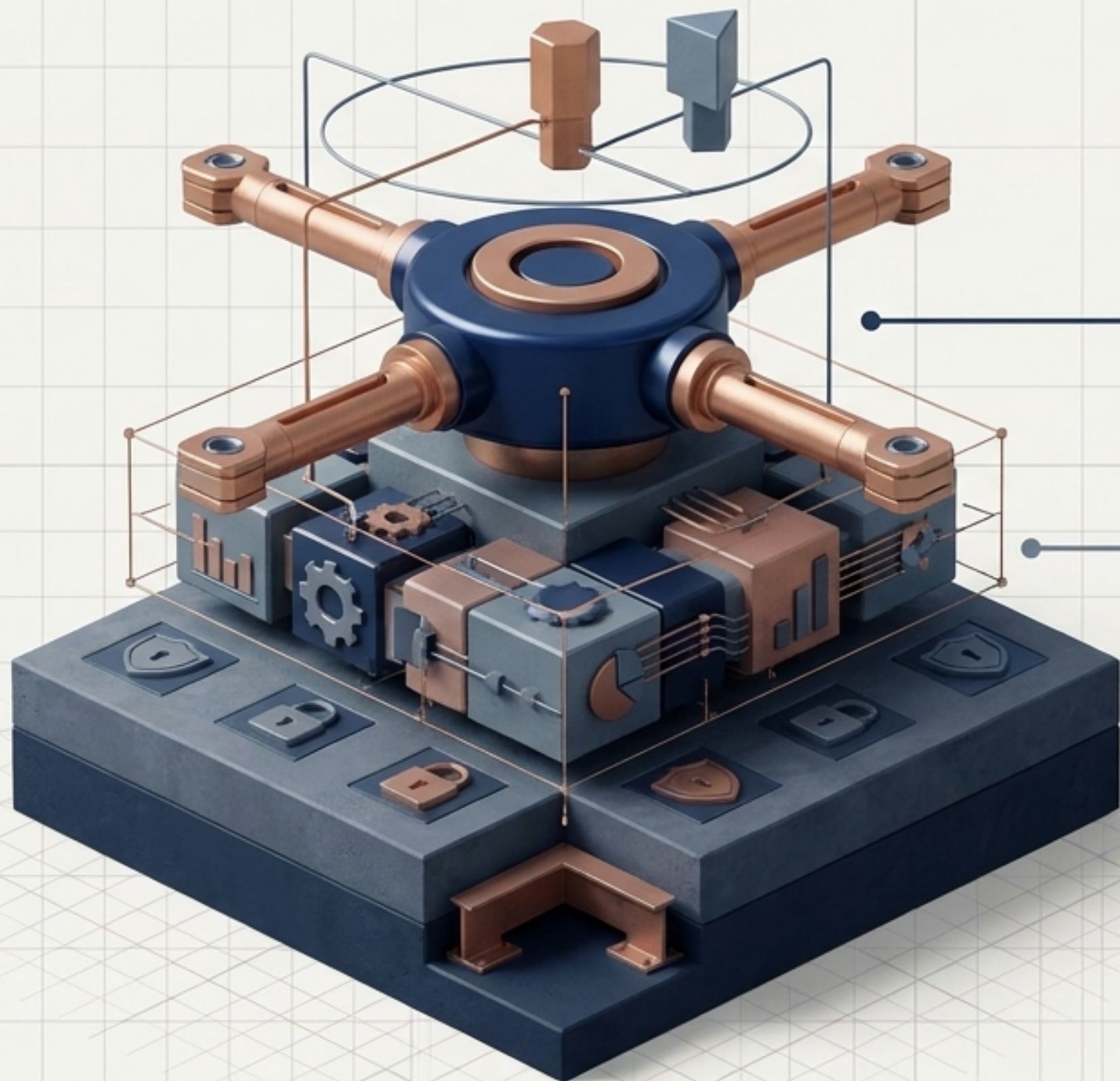
Strict compliance certifications for industry-specific data handling, including GDPR in Europe and HIPAA in healthcare.



Future Horizons in Cloud SE



The Unified Cloud-Powered SE Blueprint



The Ultimate Stack:
Cloud platforms are no longer just tools in the Sales Engineer's toolkit. They are the entire operational environment required to maintain a competitive edge.