

TYLER BONYMAN

Senior Channel & Enterprise Sales Engineer | Cybersecurity Solutions Architect | Trusted Advisor
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PROFESSIONAL SUMMARY

Senior Channel and Enterprise Sales Engineer with 20+ years of experience in cybersecurity, solution architecture, and consultative pre-sales. Proven success supporting enterprise customers and channel partners (VARs, MSSPs, regional partners) through technical discovery, solution design, demonstrations, proof-of-value (POV) engagements, and technical validation. Strong background in partner enablement, technical training and certification, enterprise security architecture, and partner-led sales motions. Cybersecurity expertise includes email security, phishing and business email compromise (BEC) protection, SIEM/SOAR integrations, SASE, firewalls, cloud security, identity, insider risk, and AI-enabled threats. Trusted advisor to customers, executives, sales teams, and partners.

CORE COMPETENCIES

Channel & Partner Sales: VARs, MSSPs, Regional Partners, Partner Enablement, Training & Certification, Partner-Led Sales, Co-Sell, Channel Solutions Architecture

Enterprise Pre-Sales: Technical Discovery, Solution Architecture, Executive Presentations, Product Demonstrations, Proof of Concept (POC), Proof of Value (POV), Technical Validation, RFP/RFI Response, Objection Handling

Cybersecurity: Email Security, Phishing Protection, Business Email Compromise (BEC), DMARC, SPF, DKIM, SIEM, SOAR, SASE, Firewalls, Cloud Security, Identity Security, Insider Risk, AI-Enabled Threats, Deepfake Detection

Technical Skills: APIs, JSON, Regular Expressions (Reg Ex), Security Integrations, Scripting, SIEM/SOAR Integrations, Enterprise Security Architecture

PROFESSIONAL EXPERIENCE

Director of Solutions Engineering | Breacher.AI | 2024 – Present

- Lead enterprise discovery, solution architecture, demonstrations, and proof-of-value engagements focused on advanced social engineering and deepfake threat scenarios.
- Partner with Product and Engineering teams to communicate customer requirements and influence product roadmap decisions.
- Serve as executive technical advisor during complex cybersecurity sales cycles.
- Design and support controlled voice, video, and simulated executive deepfake exercises to assess organizational susceptibility to emerging AI-enabled social engineering threats.

Channel Solutions Architect | Barracuda Networks | 2023 – 2024

- Built partner enablement programs and delivered technical workshops across SASE, firewall, email security, and cloud security solutions.
- Trained and supported 50+ partner engineers across three security products, including formal product certification programs that improved channel readiness and partner-led deal velocity.
- Strengthened channel performance by providing solution guidance, technical training, and escalated partner-facing technical support.

Solutions Engineer | DTEX Systems | 2022 – 2023

- Led enterprise discovery and proof-of-value engagements for insider risk and data-centric security opportunities.
- Supported complex technical evaluations and delivered customer-facing solution architecture aligned to business risk priorities.

Worldwide Channel / Enterprise Sales Engineer | Cofense | 2016 – 2022

- Owned the full technical sales cycle for enterprise opportunities including discovery, demonstrations, solution architecture, proof-of-concept (POC), proof-of-value (POV), technical validation, RFP support, and technical objection handling.
- Led technical strategy for a \$1M+ IQVIA enterprise opportunity and contributed to 300% quota attainment.
- Supported worldwide channel partners including VARs, MSSPs, and regional partners as the primary technical resource for new and strategic partner-led opportunities.
- Built a Triage technical resale environment for a regional MSSP using RegEx-based customer domain parsing, enabling multiple managed customers to be supported through a single interface despite the product lacking native multi-tenancy.
- Built and troubleshoot SIEM and SOAR integrations using JSON, APIs, Regular Expressions (RegEx), and scripting to support customer and partner technical requirements.

Senior Enterprise / Channel Sales Engineer | Sophos | 2011 – 2016

- Delivered enterprise security architecture, technical discovery, product demonstrations, and customer-facing solution engagements.
- Trained approximately 20 regional partner Sales Engineers in Florida on Sophos security solutions, accelerating partner competency and pipeline contribution.
- Built trusted advisor relationships with enterprise customers and channel partners.
- Recognized as Sales Engineer of the Year.

Senior Sales Engineer | McAfee / SafeBoot | 2005 – 2011

- Supported enterprise encryption initiatives and provided technical sales engineering for endpoint and data security solutions.
- Received the Knockout the Competition Award for sales excellence.

Manager of Network Services | Allen Systems Group | 1999 – 2005

- Managed an eight-person IT infrastructure team responsible for enterprise networking, systems administration, and technical operations.
 - Directed enterprise infrastructure strategy, networking, and day-to-day technical operations supporting business continuity.
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CERTIFICATIONS

CCNA (Cisco Certified Network Associate) | MCSE (Microsoft Certified Systems Engineer) | MCSA (Microsoft Certified Systems Administrator) | Sophos Certifications | Barracuda Certifications | Cofense Product Certifications