

David Lew

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Professional Summary

Enterprise Solutions Engineer with 10+ years of experience delivering enterprise SaaS, AI, cloud, and mobile application solutions for Fortune 500 organizations. Experienced in leading technical discovery, solution architecture, enterprise integrations, executive presentations, and proof of value initiatives that drive customer adoption and measurable business outcomes. Trusted partner to Sales, Product, Engineering, and Customer Success with a track record of translating complex customer challenges into scalable technical solutions.

Work History

Solutions Engineer

09/2021 - 07/2026

Modo Labs – Remote

- Partnered with Fortune 500 customers to lead technical discovery, gather business and integration requirements, and architect scalable SaaS, cloud, and AI-enabled enterprise solutions that accelerated digital transformation initiatives.
- Delivered compelling solution demonstrations, POCs, technical workshops, and executive presentations, leveraging APIs, and enterprise integrations to communicate business value and drive technical wins.
- Collaborated cross-functionally with Sales, Product, Engineering, and Customer Success teams to accelerate customer onboarding, increase platform adoption, and maximize customer success.
- Served as a trusted technical advisor to executive stakeholders, providing guidance on workplace experience, cloud technologies, identity and access management (SSO/SAML/OAuth), security best practices, and AI business solutions.

LED Sales Engineer

10/2018 - 01/2020

LG Electronics – Englewood Cliffs, NJ

- Serve as a technical resource for the LGE US - LED Lighting team, providing customer support via helpdesk, on-site, and remote assistance.
- Collaborate with HQ R&D to support quality assurance, product planning, and successful product launches.
- Manage turn-key installations, ensuring smooth delivery, installation, and commissioning, while conducting training sessions and live demos on lighting controls and emerging technologies.

Pre-Sales Development Engineer

05/2016 - 10/2018

Johnson Controls Inc. – Secaucus, NJ

- Serve as the regional pre-sales expert for Building Wide System Integration and IT infrastructure.
- Manage RFPs, renewals, and re-bids by reviewing and refining solution plans.
- Assess customer needs and oversee project scope, budgets, and vendor collaboration.

Systems Engineer

12/2013 - 04/2016

Pinnacle Wireless – Fair Lawn, NJ

- Develop system designs that meet quality standards and customer KPIs, supporting both pre- and post-sale phases.
- Collaborate with manufacturers and vendors to create competitive RFP responses, BOMs, and quotes.
- Design and optimize wireless solutions, including Cellular DAS and Public Safety, using RF tools for modeling and integration.

RF Engineer

01/2012 - 11/2013

C Squared Systems – Clifton, NJ

- Provide turn-key DAS solutions including project management, design, and activation
- Post process and monitor performance statistics to identify performance anomalies
- Generate survey, design reports, and quotes

Education

Bachelor of Science: Mechanical Engineering
New Jersey Institute of Technology - Newark, NJ