

Benoît Neviani

Senior Sales Engineer - Network & Security Observability, EMEA

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Senior Sales Engineer with 20+ years in network and cybersecurity, specializing in complex solution selling with a proven track record of closing multiple six-figure deals. Skilled at leading full technical sales cycles, from executive presentations to PoC execution, while translating complex technical challenges into clear, value-driven business outcomes.

Skills

- **Observability, NPM & Troubleshooting:** Advanced expertise in network performance monitoring and diagnostics, leveraging full packet capture, retrospective analysis, network observability, IPFIX/NetFlow, Syslog, SNMP and active testing.
- **Cybersecurity & Forensics:** Expertise in NetSecOps, incident investigation and response, threat intelligence, leveraging DPI forensics, IoC detection, TAPs, Network Packet Brokers, traffic decryption and Continuous Threat Exposure Management.
- **Cross-functional Team & Region:** Bridge between customers, distributors/partners, account teams, PLM and R&D driving product enhancement and deal enablement, while adapting to diverse cultural and regional practices.
- **BSD & Linux ecosystems:** Routing, network segmentation, containers, TCP/IP optimization, firewalling, DNS sinkholing and BGP driving robust, high-performance and secure architectures.
- **Certifications:** A3 Problem Solving, PDCA, Agile/Scrum, Kanban. Advanced TCP/IP Troubleshooting trainer, Wireshark (Top #5 SharkFest challenge).
- **Languages:** Native French speaker, fluent in English and Spanish with proven ability to drive business growth and build strong relationships across the EMEA market.
- **Engagement:** Co-founder and president of a non-profit, privacy-oriented net-neutral ISP contributing to digital rights, ethical connectivity and open Internet principles.

Professional Milestones

Sales Engineering Manager - Network & Security Observability, [VIAVI Solutions](#)

EMEA 2022 - now

Technical lead for high-performing sales engineers helping and guiding them to achieve their objectives and in the introduction of a new complementary Security Threat Forensics offering.

- Exceeded \$3M annual overlay quota focusing on the banking vertical, penetrating 5 Tier-1 accounts, driving multiple six-figure deal cycles
- Led end-to-end pre-sales cycle from qualification through PoC/PoV to final solution design, successfully closing 75% of complex opportunities
- Acted as trusted technical advisor to Sales Director, shaping EMEA strategy and enabling channel partners to improve deal conversion

Customer Technical Success Manager, [JDSU](#)

Strategic Accounts 2018 - 2022

Technical advisor and voice of our top ten customers in EMEA, focusing on funnel addition, org mapping, liaising between Sales, PS and TAC, feeding customer requirements to PLM and R&D to remove technical obstacles.

- Achieved 120% of customer retention targets by representing customer voice across internal teams and influencing product strategy
- Delivered product expertise, best practices, and roadmap to our strategic customers, enhancing adoption and long-term engagement
- Designed and maintained a global demo lab & wiki supporting 100+ SEs and channel partner accounts, reducing PoC effort by 30%

Sales Engineer, [Network Instruments](#)

South Europe 2006 - 2018

Provided cutting-edge technology in the field of NPMD (Network Performance Management & Diagnostics) market increasing the business from an annual turnover of \$1M to over \$2M.

- Qualified technical projects, led PoC/PoV engagements by defining success criteria and scope of work
- Generated 20% of pipeline through trade shows, product updates, partner enablement and technical training workshops
- Performed advanced tuning, custom configurations, and product performance optimization to maximize solution effectiveness

Education Journey

Master's Degree, Sales Engineering (Computer & IT Communications) [Euridis Business School](#)

Paris X 2006

University Technical Degree (Network & Telecommunications) [University Sorbonne](#)

Paris Nord 2004

Baccalaureate Diploma (Major in Mathematics) [Notre Dame High School](#)

Verneuil 2002