Pablo Sáenz de Tejada

Senior Solutions Engineer

EMAIL info@pablosaenzdetejada.com
LINKEDIN @pablosaenzdetejada
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SKILLS

Pre-sales & Solution Engineering

Solution Engineering	Technical Discovery
Enterprise Demos	PoC Design
Value-based Selling	Business Case
Competitive Positioning	

Data & Analytics

Advanced SQL	Query Optimization
Data Warehousing	Data Pipelines
Data Engineering	BI & Storytelling
Data Governance	

AI & LLM Engineering

LLM App Patterns	Prompt Engineering
MCPs	AI/ML Workflows

Engineering & Cloud

Python	Git & CI/CD	REST APIs
Cloud Infrastructures		

Communication & Content

Technical Writing	Video Production
Executive Comms	Workshops & Training
Public Speaking	

LANGUAGES

Spanish — Native

English — Bilingual

PROFILE

Solutions Engineer with extensive experience in data, Business Intelligence, Artificial Intelligence, and delivering training to companies, Partners and GSIs, as well as talks at events.

EXPERIENCE

Senior Solutions Engineer
2026 — Present

Snowflake

- Technical relationship with clients: discovery, design and guidance on data and AI use cases.
- Technical advisor in complex sales cycles.
- Aligning business objectives with technical implementation.
- Feedback channel to product and engineering.

Senior Partner Solutions Engineer
2024 — 2026

Snowflake

- Technical support for Partners in adopting the Snowflake AI Data Cloud.
- Advisory to teams at Accenture, Deloitte, Plain Concepts, SDG Group, Cívica, etc.
- Turned field learnings into reusable playbooks for partners.

Lead Solutions Engineer
2022 — 2024

Salesforce / Tableau

- Technical reference in the data culture adoption journey with Tableau in Spain.
- Worked with Hotelbeds, Telefónica, Palladium.
- Sales cycle from business problem discovery to architecture.
- Valid interlocutor for any audience: executives, analysts, IT.

Partner Manager
2019 — 2022

The Information Lab Spain

- Opened and led the Spanish office of The Information Lab.
- Responsible for client, team, technical project and business management.
- Learned the effort it takes to build and grow something from scratch.
- Corporate training in Tableau and Alteryx.

Consulting Analyst
2015 — 2019

The Information Lab UK

- 4-year consultant specialized in data preparation and visualization.
- Worked with easyJet, Deloitte, Inmarsat, Virgin Atlantic and Viacom.
- Discovered my vocation was helping people make the most of information.
- Corporate training in Tableau and Alteryx.

Senior Market Research Executive
2006 — 2015

Psyma Iberica & Instituto DYM

- The start of my professional career leading market research projects.
- Clients in pharma and telecom: Telefónica, Sanofi, Roche, Orange, Janssen and others.
- Where I learned the craft of working with data to deliver business value.

EDUCATION & CERTIFICATIONS

Master in Marketing Analytics
2014

ESIC: Business & Marketing School

Bachelor's Degree in Sociology
2002 — 2007

Complutense University of Madrid

Technical Engineering in Computer Systems (incomplete)
2000 — 2002

Technical University of Madrid

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HABILIDADES

Pre-sales & Solution Engineering

Solution Engineering	Technical Discovery
Enterprise Demos	PoC Design
Value-based Selling	Business Case
Competitive Positioning	

Data & Analytics

Advanced SQL	Query Optimization
Data Warehousing	Data Pipelines
Data Engineering	BI & Storytelling
Data Governance	

AI & LLM Engineering

LLM App Patterns	Prompt Engineering
MCPs	AI/ML Workflows

Engineering & Cloud

Python	Git & CI/CD	REST APIs
Cloud Infrastructures		

Communication & Content

Technical Writing	Video Production
Executive Comms	Workshops & Training
Public Speaking	

IDIOMAS

Español — Nativo

Inglés — Bilingüe

PERFIL

Solutions Engineer con dilatada experiencia en el mundo del dato, Business Intelligence, Artificial Intelligence e impartiendo formaciones a empresas, Partners y GSI y charlas en eventos.

EXPERIENCIA

Senior Solutions Engineer
2026 — Actualidad

Snowflake

- Relación técnica con clientes: discovery, diseño y guía en casos de uso de datos e IA.
- Asesor técnico en ciclos de venta complejos.
- Alineando objetivos de negocio con implementación técnica.
- Canal de feedback hacia producto e ingeniería.

Senior Partner Solutions Engineer
2024 — 2026

Snowflake

- Apoyo técnico para Partners en la adopción del AI Data Cloud de Snowflake.
- Asesoramiento a equipos de Accenture, Deloitte, Plain Concepts, SDG Group, Cívica, etc.
- Convertí lo aprendido en el campo en playbooks reutilizables para partners.

Lead Solutions Engineer
2022 — 2024

Salesforce / Tableau

- Referente técnico en el viaje de adopción de la cultura de datos con Tableau en España.
- Trabajé con Hotelbeds, Telefónica, Palladium.
- Ciclo de venta desde el descubrimiento del problema de negocio a la arquitectura.
- Interlocutor válido para cualquier audiencia: ejecutivos, analistas, IT.

Partner Manager
2019 — 2022

The Information Lab Spain

- Abrí y dirigí la oficina española de The Information Lab.
- Encargado de la gestión de clientes, equipo, proyecto técnico y negocio.
- Aprendí el esfuerzo que supone emprender y hacer crecer algo desde cero.
- Formación a empresas en Tableau y Alteryx.

Consulting Analyst
2015 — 2019

The Information Lab UK

- Consultor durante 4 años especializado en preparación y visualización de datos.
- Trabajé con easyJet, Deloitte, Inmarsat, Virgin Atlantic o Viacom.
- Descubrí que mi vocación era ayudar a las personas a sacar partido a la información.
- Formación a empresas en Tableau y Alteryx.

Senior Market Research Executive
2006 — 2015

Psyma Iberica & Instituto DYM

- El inicio de mi carrera profesional llevando proyectos de investigación de mercados.
- Clientes en farma y telecom: Telefónica, Sanofi, Roche, Orange, Janssen y otros.
- Fue donde aprendí el oficio de trabajar con datos para aportar valor de negocio.

FORMACIÓN & CERTIFICACIONES

Master en Marketing Analytics
2014

ESIC: Business & Marketing School

Licenciatura en Sociología
2002 — 2007

Universidad Complutense de Madrid

Ing. Técnica en Informática de Sistemas (inacabado)
2000 — 2002

Universidad Politécnica de Madrid