

Nitin Khanna

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Work Experience

Strata Identity / Mavericks.ai, Toronto, ON

Senior Solution Engineer – IAM/Agentic AI/Identity Security

Oct 2025 – Current

- Architected **enterprise identity orchestration** solutions, enabling organizations to securely manage and integrate multiple identity providers (**IdPs**) across cloud, hybrid, and legacy environments with minimal disruption. Built Golang-based scripts to extend the Mavericks Orchestrator for customer IdP use cases.
- Defined the narrative and technical positioning of **agentic identity management** and Human-in-the-loop (HITL) capabilities within the platform. Helped build marketing, messaging, and sales funnel for upcoming product release.
- Developed sales workflows and technical demonstrations to showcase **identity continuity** and **failover orchestration** scenarios across multiple authentication and authorization standards, including OAuth 2.0, Open ID Connect (OIDC), SAML, LDAP, passwordless, and Zero-Trust based authentication models.
- Partnered with engineering teams to define a **GTM strategy** for agentic identity solutions, using locally run GPT-OSS and Mistral models, OpenAPI-derived **MCP** server/client, and client-side autonomous AI agent. Deployed demo infrastructure to enable customer demos and architecture discussions.

JFrog, Seattle, WA

Senior Solutions Engineer – Cloud and Channel Partners

Nov 2023 – Oct 2025

- Built the **Global Channel Partner Program** and executed on a six-million-dollar global Channel Partner revenue goal.
- Trained 30+s global JFrog channel partners in Security, DevOps, and Machine Learning for sales, solution engineering, and marketing. Worked with partners across AMER, EMEA, APAC, and ANZ.
- Worked with Sales, Marketing, and Professional Services to create programs for channel partners to win at selling JFrog Security, DevOps, and MLOps product and service offerings.
- Hosted public **webinars**, training workshops, and user **conferences** all over the country to connect with customers and partners, bring in sales leads, and to educate the tech community on JFrog offerings.
- Created the EveryOpsGuy security-focused **newsletter** to evangelize vulnerabilities and issues affecting the DevSecOps and cybersecurity communities.
- Wrote blog posts and created **training videos** for the JFrog corporate website and education platform on technical deep dives, aligned product with customer pain points and cybersecurity objectives in AWS and other public clouds.
- Led technical discovery and solution architecture for hundreds of enterprise customers, delivering tailored SaaS and self-managed DevSecOps solutions to fit their needs and solve pain points. Explained the JFrog Platform value proposition, carried out Proof of Concept (POC) engagements and value engineering assignments, and contributed to revenue growth through technical enablement and customer success initiatives.

F5 Networks, Seattle, WA

Senior Solutions Engineer – Open Source and Solutions Engineering

Oct 2018 – May 2023

- Worked with F5 Product Managers, PME, Sales Engineers, and Solutions Architects to create the company's next generation of technology solutions. Engaged in product roadmap and strategy, competitive analysis, new technology research, and solution testing.
- Built high visibility F5 ecosystems products (**VNF Manager**, **F5-Ansible**) to create solutions for large scale customers.
- Created **Open Source** customer-centric solutions to ease deployment, management, and lifecycle of cloud and on-prem devices. (FAST templates, **F5-SDK**, CFE, AS3 API, Declarative Onboarding API).
- Delivered next-gen Cloud Solutions **templates** for all major Public Clouds – **AWS**, **Azure**, **GCP** – to enable users to deploy autoscaling HA BIG-IP infrastructure. Led to multi-year multi-million-dollar subscription deals for F5.
- Worked with internal and external customers to deliver solutions and training for ecosystems products.
- Developed a solution to reclaim cloud infrastructure deployed for internal testing to reduce Quarterly **spend** across all clouds from forty thousand dollars to under five thousand.
- Created Gitlab and GitHub based CI/CD systems to accomplish Agile based quick-turnaround release cycles. Reduced customer-demand-to-release lifecycle from Quarterly to biweekly schedule.

- Ran fuzz testing using OpenAPI for multiple projects and hunted security bugs in our Open Source solutions.
- Documented, communicated, and evangelized new features with Product Management, Business Development and Product Development stakeholders.
- Wrote systems level specifications, requirements, and architecture documents for high-capacity networking systems.
- Multiple wins at annual Hackathons, including a project to classify heavy duty testing logs and surface false positives, leading to catching **security corner cases** in our core product and an **innovative web and TV based solution** to disseminate company news and customer success stories to employees worldwide.
- Worked on industry standard technologies, including docker, Kubernetes, and **terraform**.

Senior Test Engineer – *BIG-IP*

Sept 2014 – Oct 2018

- Tested SSL components (FIPS, HSM) on hardware and software load balancer platforms; built Python automation for 100+ software releases, improving test coverage and efficiency.
- Performed extensive testing for SSL vulnerabilities such as BEAST, DROWN, Heartbleed, ROBOT, POODLE, Logjam.
- Implemented GDB-based instrumented function coverage for testing to improve targeted bug verification.

Startup and Entrepreneurial Ventures, Part time

Cofounder and Full Stack Developer

2009 – Present

- Developing automeia, an AI-powered news video generation engine using LLMs, text analysis models, and SSML-augmented programmatic and AI-powered Voice and Video creation.
- Created the first social media app for Xbox One (X1Snap); captured 10K users from 58 countries via Reddit campaign
- Created eCommerce deals site, TempDeals and grew it to a Top 100k rank site worth over \$30,000.
- Built multiple iOS apps for personal use – from getting local bus timings to IMDB ratings of TV shows and movies.

Brocade Communications, Broomfield, CO

Software Test Engineer – *SAN/Adapters*

June 2012 - Sept 2014

- Tested (HBA) Adapters, **SAN** switches, and Ethernet Fabric Switches.
- Created Automation Tools using **Perl** to streamline hardware testing procedures.
- Led Agile transformation for faster turnaround of customer issues and a faster release cycle.
- Provided expert troubleshooting support to major OEMs, such as IBM and Dell, resolving critical SAN network issues.

Additional Experience

Software Engineer – Web Services, Aircel Business Aviation Services, Broomfield, CO

Software Engineer – Python/VMware, University of Colorado Boulder

Software Engineer – Java, National Snow and Ice Data Center, Boulder, CO

Systems Engineer, Infosys India Ltd., Bangalore

Education

University of Colorado at Boulder, CO

Master of Science -Telecommunications & Networking

2012

Panjab University, Chandigarh

Bachelor of Engineering - Electronics and Electrical Communication Engineering

2009

Projects

- Developed the “Network-Mapper” python package to replicate any network in GNS3.
- Authored a widely recognized tutorial on AppFog PaaS and AWS RDS for hosting web apps like WordPress. Selected by a UK-based publisher for a book project.
- Worked on Kubernetes based containerized microservices. Deployed sidecar container for observability.
- Paper published on “OpenFlow: Load Balancing in enterprise networks using Floodlight Controller” for Capstone project during MS to study the viability of using SDN as a solution for Enterprise Networks

Skills & Interests

- Languages and tools: Python, Go (Golang), Node.js, IonicJS, ffmpeg, Typescript, PHP
- Frontend: JavaScript, HTML5, Tailwind CSS, jQuery, PostCSS, Next.JS, SSR, React, Three.js, masonry-isotope
- Backend: MySQL, Postgres, Airtable, SQLite, WordPress
- Infra: docker, Kubernetes, ansible, terraform, Kibana, Grafana, VMware ESXI 5.0,
- CI: GitHub Actions, Jenkins
- ML: NLP, categorization, LLM models
- Networking: GNS3, OpenFlow, mininet, Cisco, JunOS

Recognition

- Profile published in Marquis' Who's Who for excellence in Cybersecurity Sales Engineering.