



COLLIN MCFARLANE

Phone: 781-603-2659

E-mail: collin5022@gmail.com

Website: linkedin.com/in/collin5022

LEAD SOLUTION CONSULTANT

FEDERAL ENTERPRISE | DOCUSIGN

PROFILE

Federal Enterprise Lead Solution Consultant with 10+ years of presales experience supporting complex SaaS engagements. Proven record of driving revenue growth, leading strategic discovery, and delivering executive demonstrations across public sector organizations.

Recognized with multiple Docusign performance awards including President's Club and Outstanding Contributor honors.

EXPERIENCE

LEAD SOLUTION CONSULTANT

Docusign (2021 - present)

Lead Solution Consultant – Enterprise (Federal) | 2023 – Present
Solution Engineer – Commercial (Mid-Market) | 2021 – 2023

- Lead presales strategy for Federal Enterprise accounts across civilian and defense agencies
- Drive GNACV growth through strategic deal support and executive discovery
- Deliver tailored demonstrations aligned to mission, compliance, and modernization initiatives
- Support large-scale public sector deployments and regulated workflows
- Lead RFP and RFI technical responses
- Partner cross-functionally to meet and exceed revenue targets

SENIOR PRESALES ENGINEER

Axway (2020 - 2021)

- Prepared and delivered presentations and demonstrations of Axway solutions
- Led discovery workshops to gather customer requirements
- Created solution vision and evangelized technical and business outcomes

HONORS & AWARDS

- Docusign President's Club, FY23
- Docusign Presales Club, FY23
- FY26 Outstanding Contributor Award – Federal

EDUCATION

BS COMPUTER ENGINEERING

The George Washington University (2007 - 2011)