

NIKKI GANITANO

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CAREER SUMMARY

I am a Solutions Engineer with a passion for transforming complex systems into practical, scalable solutions that people can understand and use. My background spans API integrations, process automation, and cloud technologies (AWS, Snowflake, Docker), with a strong focus on optimizing performance and simplifying workflows for both technical and non-technical users.

Over the past few years, I've collaborated closely with engineering, product, and business teams, helping bridge technical and strategic goals. I've led technical presentations and live product demos to help clients grasp integration workflows and platform capabilities, translating technical depth into clear value.

I'm skilled in CI/CD pipelines using Jenkins and Puppet, managing GitHub repositories for testing and version control, and leveraging Google DevTools to debug and improve client-side web performance. Recently, I expanded my expertise into Cyber Security, focusing on threat mitigation and secure data management.

I thrive at the intersection of technology, communication, and problem-solving, and I'm eager to bring this experience into a customer-facing technical role that combines innovation with measurable business impact.

TECHNICAL SKILLS

- **Programming & Scripting:** Python, PHP, JavaScript, JSON, XML
- **Development & Integration:** Full-Stack Development, API Integration, Process Automation
- **Version Control & CI/CD:** GitHub, Jenkins, Puppet
- **Cloud, Infrastructure & Monitoring:** AWS (for development purposes), Docker, Grafana (metrics and log dashboards)
- **Data & Database Management:** Snowflake, MySQL
- **Ad Tech & Yield Optimization:** Prebid, Programmatic Advertising
- **Cybersecurity:** Threat mitigation, network security, encryption
- **Tools & Analytics:** Google DevTools, Postman, MicroStrategy, Jira, Confluence, Google Ad Manager
- **Client Enablement:** Technical presentations, product demos, and documentation for clear communication of complex solutions
- **Communication & Collaboration:** Cross-functional teamwork, workflow optimization, stakeholder engagement

PROFESSIONAL EXPERIENCE

MAGNITE | Milan, MI
Solutions Engineer (2022–2024)

At Magnite, I supported the technical success of publisher and enterprise clients by designing and implementing scalable integrations within the programmatic advertising ecosystem. I worked closely with developers, account managers, and product teams to ensure technical accuracy and long-term reliability across solutions.

- Developed automation tools in PHP and Python, reducing manual processes and improving operational efficiency by 30%.
- Integrated APIs to streamline workflows and troubleshoot technical issues, accelerating delivery timelines by 20%.
- Authored and maintained technical documentation that shortened onboarding time by 20% and improved internal knowledge sharing.
- Led technical presentations and live product demos, simplifying complex integrations and helping clients better understand platform capabilities.
- Used CI/CD pipelines (Jenkins, Puppet) to enhance deployment consistency and reliability.
- Managed GitHub repositories for version control, testing, and collaborative development.

- Leveraged Snowflake, AWS (for development purposes), and MicroStrategy to generate data-driven insights that informed analytical reporting and product decisions.
- Collaborated with cross-functional stakeholders to design client-centric, technically robust solutions aligned with business requirements.

Account Manager (2019–2022)

Before moving into a technical role, I managed enterprise advertising accounts, bridging commercial strategy and technical delivery. My work combined data insights, client enablement, and yield optimization to drive growth and retention.

- Drove 15% year-over-year revenue growth across key accounts.
- Identified and executed upsell opportunities that increased annual revenue by 10%.
- Implemented yield optimization strategies that boosted ad revenue by 20%.
- Conducted quarterly business reviews, achieving a 95% client retention rate.
- Represented Magnite at industry events, generating over 20 new business leads.

BOGGI | Milan, MI

Salesman and Visual Merchandiser (2015–2018)

- Increased sales performance by applying upselling and cross-selling techniques, consistently exceeding targets.
- Designed impactful store displays and mentored new hires, strengthening customer engagement and team collaboration.

CERTIFICATIONS

- Cyber Security: Protect Your Data – AK Group, 2025
- Google AI for Anyone – Google (EdX), 2025
- AWS Cloud Practitioner Essentials – AWS (Coursera), 2025
- Using Python to Access Web Data – University of Michigan (Coursera), 2025
- Python Data Structures – University of Michigan (Coursera), 2025
- Programming for Everybody (Python) – University of Michigan (Coursera), 2024
- ChatGPT Advanced Prompt Engineering – Udemy, 2024
- CS50: Introduction to Computer Science – Harvard University (EdX), 2021

EDUCATION

24ORE BUSINESS SCHOOL | Milan, MI

Master of Marketing, Communication, and Digital Advertising (2018-2019)

UNIVERSITÀ CATTOLICA DEL SACRO CUORE | Milan, MI

Bachelor of Economics and Finance (2009-2014)

ADDITIONAL INFORMATION

- **Languages:** Fluent in English and Italian; Intermediate Spanish
- **Soft Skills:** Problem-solving, analytical thinking, communication, adaptability, time management, attention to detail, proactive mindset
- **Hobbies:** Hiking, running, and reading