Nikki Ganitano



CAREER SUMMARY

Results-driven Solutions Engineer with expertise in API integrations, process automation, and cloud technologies (AWS, Snowflake, Docker). Skilled at troubleshooting technical challenges, optimizing workflows, and collaborating cross-functionally to deliver scalable solutions. Experienced in creating clear technical documentation and training materials for both internal and external stakeholders, accelerating adoption and knowledge sharing. Recently expanded skill set into Cyber Security, gaining hands-on knowledge of threat mitigation, network protection, and secure data management. Currently seeking to apply this combined experience in a customer-facing technical role that drives business value and innovation.

TECHNICAL SKILLS

- **Programming & Scripting:** Python, PHP, JavaScript
- Cloud & Data Platforms: AWS (Cloud Practitioner), Snowflake, Docker, MySQL
- **Cybersecurity:** Threat mitigation, network security (firewalls, VPNs), authentication (MFA, biometrics), encryption, phishing prevention
- Ad Tech & Yield Optimization: Prebid, Programmatic Advertising, Yield Optimization Strategies
- Development & Integration: Full-Stack Development, API Integration, Process Automation
- Tools & Analytics: MicroStrategy, Postman, Jira, Confluence, Google Ad Manager
- Technical Communication: Documentation and training for internal and external stakeholders, workflow optimization

PROFESSIONAL EXPERIENCE

MAGNITE | Milan, MI Solutions Engineer / Engineer I | 2022–2024

- Developed and deployed automation tools in PHP and Python, reducing manual workload by 30% and improving cross-team efficiency.
- Integrated APIs to streamline internal workflows, accelerating delivery timelines by 20% and enabling smoother collaboration across Product, Engineering, and Account Management.
- Authored technical documentation and training guides for internal and external stakeholders, cutting onboarding time by 20% and improving adoption of new tools.
- Leveraged Snowflake, AWS, and MicroStrategy to optimize data accessibility, enabling Account Management to generate
 insights faster and improve decision-making.
- Partnered with cross-functional stakeholders to design scalable solutions aligned with client requirements, contributing to improved delivery success rates (~20%).

Account Manager | 2019–2022

- Delivered tailored Prebid and programmatic advertising solutions, driving 15% year-over-year revenue growth across enterprise accounts.
- Conducted discovery sessions and strategic account planning, uncovering opportunities that increased upsell revenue by 10% annually.
- Implemented yield optimization strategies that boosted ad revenue by 20% across multiple client portfolios.
- Strengthened client relationships through quarterly business reviews, contributing to a 95% client retention rate.
- Represented Magnite at industry events, generating 20+ new business leads and expanding market visibility.

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