

Hena Kless

SENIOR SOLUTIONS ENGINEER

01 / PROFILE

Senior Solutions Engineer with 6+ years turning complex enterprise requirements into secure, commercially viable solutions - from discovery and architecture through Proofs of Value, security review, and expansion. Background in cybersecurity, supporting enterprise customers, regulated industries, critical and national infrastructure and governments across EMEA.

02 / EXPERIENCE

WIRE

Munich, Germany

Senior Solutions Engineer

Jan 2026 – Present

- Lead technical PreSales for large-enterprise and public-sector accounts — German federal government (incl. Bundestag), Schwarz Gruppe, large enterprises, defense and critical-infrastructure organizations — from C-level discovery and security review to architecture, rollout, and expansion; channel customer feedback to Product, Marketing and Engineering.
- Scope customer-specific use cases and build tailored demos, structured Proofs of Value with measurable success criteria and business outcomes, test environments, and JSON workflow automations to speed technical validation.
- Act as the primary resource for security and compliance consulting — encryption, threat vectors, business continuity management, NIS2, GDPR, DORA — leading technical due diligence for regulated and sovereign customers.
- Drive sales and partner enablement across the Wire portfolio, including video product demos and AI-assisted workflows.

LASTPASS

Munich, Germany

Senior Solutions Consultant

Apr 2024 – Dec 2025

Solutions Consultant

Sep 2022 – Mar 2024

Community Manager Germany (*additional role*)

Jan 2025 – Dec 2025

- Ran enterprise PreSales through demos, security reviews, and outcome-based Proofs of Value for enterprises like Adidas, Red Bull, and Signa Group; contributed €542K ARR in 2024 with 235% YoY growth across EMEA.
- Guided global enterprise customers through an internal security incident by consolidating technical questions, consulting on risk, and coordinating across Security and leadership, ultimately clearing the path to ensured trust and global rollouts.
- Scaled enablement through hands-on customer, distributor, and MSP workshops and trainings.
- Supported a REST API integration of the platform into an MSP partner's cloud-marketplace offering for extended reach.
- Provided thought leadership at 35+ conference talks and online webinars and through multi-language video content.

LOMBEGO SYSTEMS

Weimar, Germany

Solution Consultant

Oct 2019 – Sep 2022

Project Management Assistant

Dec 2017 – Sep 2019

- Delivered PreSales consultation, tailored training, and international support for organizations like the European Space Agency.

GLOBAL TECHNOLOGY INDUSTRY ASSOCIATION (GTIA)

Germany

Executive Council Member

Aug 2025 – Present

- Create a local community for the technology channel, contribute to regional events hosted to support exchange.
- Co-Chair of the regional Cybersecurity Interest Group, hosting onsite and online events.

PRESALES & PRETZELS

Munich, Germany

Organizer

Jun 2025 – Present

- Organize monthly events and peer exchange for PreSales professionals in Munich.

03 / SKILLS, EDUCATION & CREDENTIALS

UNIVERSITY OF ERFURT

Erfurt, Germany

B.A. Communication Science, minor in Philosophy · Grade 1.6

Thesis: *Adoption of smart voice assistants in the domestic space*

2016 – 2019

CERTIFICATIONS CompTIA Security+ (2025) · Six Habits of Highly Effective Sales Engineers (2024)

RECOGNITION President's Club FY24 · Solutions Consultant of the Quarter (Q2 2024) · Top Solutions Consultant (Q3 2025)

TECHNICAL Cryptography · Encryption · Zero Trust · IdP · SSO · SCIM · REST APIs · JSON · NIS2 · GDPR · DORA

LANGUAGES German (Native) · English (C2) · Dari (Native) · Pashto (Native) · Spanish (A2)