

Fernando Branco Moraes

Charlotte, NC | 540-824-8731 | fernandobrancomoraes@gmail.com | linkedin.com/in/fernando-branco-moraes/

EDUCATION

Virginia Tech

Bachelor of Science in Computer Science, Minor in Human-Computer Interaction

Cumulative GPA: 3.75 / 4.00

Blacksburg, VA

August 2020 – May 2025

EXPERIENCE

Sales and Solutions Engineer

August 2025 – Present

AccuKnox

Remote

- Delivered 500+ multilingual technical demonstrations (English, Spanish, Portuguese) to enterprise prospects, covering CNAPP modules (AISPM, ASPM, CSPM, CWPP), Kubernetes security, API security, cloud workflows, and deployment architectures, achieving a 80% conversion rate to follow-up technical evaluations
- Spearheaded AccuKnox's LATAM expansion by owning the full sales cycle, from discovery calls and PoCs through customer onboarding, growing customer base by 7% and establishing a partner ecosystem across 8 countries, including Brazil, Mexico, Argentina, and Colombia
- Led technical onboarding for enterprise customers by gathering requirements, configuring cloud and Kubernetes integrations, validating deployments, and resolving environmental blockers to accelerate production adoption
- Onboarded 50+ AWS, Azure, and GCP accounts and integrated Kubernetes clusters and virtualized workloads, validating permissions, connectivity, infrastructure readiness, and security coverage
- Engineered automated Bash scripts, Helm upgrade workflows, and environment health checks, reducing average deployment time by 67% (from 3 hours to 1 hour) and improving overall environment reliability

Cybersecurity Intern

June 2025 – August 2025

Triple Point Security

Remote

- Architected a production-grade multi-cloud network integrating two AWS VPCs and two Azure VNets, establishing site-to-site VPN tunnels between AWS and Azure and configuring full-mesh peering across all environments to enable secure, high-performance inter-cloud communication
- Automated cloud infrastructure provisioning using Terraform, enabling on-demand deployment of AWS EC2 instances, S3 buckets, and VPCs in seconds, replacing manual console-based workflows

Solutions Engineer Trainee

December 2024 – May 2025

AccuKnox

Remote

- Created and delivered 30+ technical product tours of the AccuKnox CNAPP platform, configuring GitHub and GitLab CI/CD pipelines for SAST, DAST, secrets, IaC, and container-image scanning while demonstrating end-to-end vulnerability remediation
- Developed a multi-channel content strategy, encompassing technical blogs, Figma-designed landing pages and UI components, and social media posts, generating 30,000+ views and expanding AccuKnox's digital presence

Undergraduate Research Assistant

January 2025 – May 2025

Crowd Intelligence Lab

Blacksburg, VA

- Developed a Flask-based application to strengthen AI-driven research workflows, integrating structured data ingestion, validation pipelines, and traceability mechanisms that logged system behavior, verified output integrity, and established a reproducible audit trail, improving the reliability and credibility of AI-generated outputs

PROJECTS

Personal Website | *JavaScript, HTML, CSS, Git*

August 2023 – Present

- Developed a static HTML, CSS, and JavaScript website that simulates a UNIX terminal and has information about my background, experiences, and hobbies – fernandobmoraes.github.io

Reviving an old MacBook with Ubuntu | *Linux, Unix, OS Management, Backup*

May 2025 – July 2026

- Repurposed a legacy Intel Core i7 MacBook by installing Ubuntu 25.04 and configuring it as a daily Linux machine

TECHNICAL SKILLS

Certification: AWS Certified Solutions Architect – Associate, August 2025

Cloud & Automation: AWS, Azure, GCP, Kubernetes, Docker, Helm, Terraform, Linux, CI/CD

Security & Networking: CNAPP, CSPM, CWPP, ASPM, SAST, DAST, AI Security, VPC, VPN, DNS, TCP/IP