

KENDER SAINT-JUSTE

Solutions Engineer | Technical Pre-Sales | SaaS & Identity Security

Tampa, FL · (561) 345-5627 · ksaintjuste7@gmail.com · [linkedin.com/in/kendersaintjuste](https://www.linkedin.com/in/kendersaintjuste) · portfolio.usejuste.com · app.getleast.io

PROFESSIONAL SUMMARY

Technical pre-sales practitioner who builds what he demos. 12+ years spanning enterprise sales and customer-facing technical support, including five years advising 200+ enterprise accounts on IAM/SSO configuration and resolving 10–15 technical escalations daily. Founder of Juste™ LLC — built and shipped Least by Juste™ (app.getleast.io) from the ground up: Google Workspace OAuth integration, automated compliance evidence generation, and the full product architecture. Runs the complete pre-sales motion — discovery, live demo, POC configuration, technical objection handling — with the credibility of having written the code underneath it. B.S. Information Science, USF.

CORE COMPETENCIES & TECHNICAL SKILLS

SE / Pre-Sales Skills: Technical Discovery · Product Demonstrations · POC/POV Delivery · Demo Environment Configuration · RFP/RFI Response · Objection Handling

Technical & Product Building: Python · JavaScript/TypeScript · Google Workspace OAuth & APIs · Full-Stack Product Architecture · Automation/Cron Workflows · Cloud Deployment (Vercel/Railway)

Identity & Security: SSO/SAML/MFA · Conditional Access · RBAC · Microsoft Entra ID (Lab) · NIST CSF 2.0 · SOC 2 (CC6)

Platforms & Tools: Salesforce · Jira · Zendesk · Supabase · Vanta/Drata

Languages: English · French · Haitian Creole — all native; demos delivered in multilingual enterprise environments

PROFESSIONAL EXPERIENCE

Juste™ LLC · Tampa, FL

Mar 2026 – Present

Founder & Pre-Sales Lead

- Built Least by Juste™ (app.getleast.io) from the ground up — configured Google Workspace integrations, automated compliance evidence generation, and runs the full pre-sales motion: discovery, live demo, POC configuration, and pilot conversion for enterprise IAM buyers.
- Architected and shipped OneCare by Juste™ (early stage) in parallel — demonstrates range beyond a single product vertical.

TeamViewer · Clearwater, FL

Jun 2021 – Apr 2026

Customer Support Specialist — Technical Pre-Sales & Enterprise IAM

Jan 2023 – Apr 2026

- Primary technical advisor for 200+ enterprise accounts on IAM configuration, SSO/SAML implementation, and access control architecture; delivered technical demonstrations and POC walkthroughs for IT directors, security engineers, and CISOs.
- Triaged 10–15 enterprise SSO/SAML and Conditional Access failures daily; replicated issues in lab environments and collaborated with engineering on root cause resolution — hands-on technical depth that earned credibility with security-sensitive buyers.
- Selected as Internal Security Champion — configured Microsoft Entra ID governance lab (4 Conditional Access policies, 6 JML simulations); served as in-house IAM SME fielding technical objections for the sales team.
- Authored 10+ customer-facing SOPs translating access control standards into enterprise-ready technical guidance — used as SE enablement assets.

Inside Sales Representative → Sales Development Representative

Jun 2021 – Jan 2023

- Progressive tenure preceding transition into technical pre-sales; conducted technical discovery sessions on SSO federation and RBAC configuration before moving into a customer-facing technical support role.

Best Buy · Stuart, FL

Nov 2013 – Mar 2021

Sales Consultant & Team Trainer

- Served as technical escalation resource for networking and consumer electronics; averaged \$40K+ monthly in personal sales; trained 10+ team members on product knowledge and consultative sales.

EDUCATION

B.S. Information Science | Concentration: Information Security | Minor: Entrepreneurship

Dec 2023

University of South Florida · USF GPA: 3.76

CERTIFICATIONS

CompTIA Security+ SY0-701 — In Progress · Target: September 2026