

VICE PRESIDENT (VP), ENGINEERING

PEOPLE & ORGANIZATIONAL DESIGN ► TECHNOLOGY INNOVATION ► OPERATIONAL EFFICIENCY

Oversight of Teams up to 300+ | Total Yearly Operational Budget of \$28MM

"Life is to be lived with discipline and a dash of determination."

Engineering Executive & Technical Advisor—expanding revenue, fostering innovation, and promoting efficiency while building and growing sustainable, highly engaged teams in different time zones in early-stage to large-scale companies. **Solution Architect setting up proper KPIs and goals to manage targets while resolving cloud and software-reliability, culture, and talent development issues.**

Solid expertise in programming languages, data and business domain modeling, knowledge graphs, data ontology, and software development methodologies (Agile, Scrum, Waterfall). Apply Software Reliability (SRE) principals, DevOps practices/tools, service-oriented architectures, and distributed models to promote compliance. Create and deploy development process, ensuring high-quality products and distributed cloud-based solutions on AWS, Azure, and GCP, designing patterns for scalability, high availability, and fault tolerance. Key liaison in public settings with high officials and executives in private sector. Fluent in English, French, Arabic, German.

CAREER HIGHLIGHTS

- ▶ Established and developed international DevOps and SRE departments from scratch at Infor, EY, Predictix, Sentinel Data, and other companies.
- ▶ Engineered and created multi-tenant cloud-based products and solutions (SaaS, PaaS) with development and delivery processes for teams in software companies at varying stages.
- ▶ Built partnerships that allowed a gain of 1.5X ARR, and accelerated company valuation—represented 1 of key events that fostered success of venture capital raise.
- ▶ Managed 10s+ of millions USD budget. Strengthened SaaS margins YOY; reached annual growth rates that topped 100%.
- ▶ Modified deployment strategy of company's SaaS offering that fueled 25% cloud cost reduction.
- ▶ Spearheaded migration of most complex deployed solution in weeks—involved 100s of 1000 of lines of code in 3 languages—distributed system across 300+ computer engines; actively used by 1000s of users; meticulous surgery that required careful planning and execution for several weeks; delivered in record time.
- ▶ Raised company's service value by being cloud-agnostic, driving ROI, enabling strong bargaining position with MS, Amazon.
- ▶ Gained principal partners' trust in executive team of 1 of Big 4 firms after planning and executing 18-month long roadmap to transform their tax practice.

PROFESSIONAL EXPERIENCE

RELATIONAL AI

4/2020 to Present

Privately held software company delivering world's fastest, most scalable, expressive, and relational knowledge graph management system (KGMS) combining learning and reasoning.

Director, Software Engineering

Provide ongoing guidance, support, and enhancements in existing systems/platforms, providing recommendations for continuous improvement and leading client-based digital transformation activities. Implement development practices for 400+ engineers. Deploy digital transformation action plans to maximize efficiency. Create and lead production release process. Work with engineering team to elevate technology; apply best practices.

- **Fostered peak of innovation.** Created DevOps and SRE departments—30+ engineers and managers, for EY, operating Service-Oriented Architecture (SOA) SaaS solution used in tax industry serving 1000s of users globally and offering diverse modules for varying industries, including real estate, hedge funds, and others.
- **Increased talent density in one of largest professional services network networks in world, driving 20% cost reduction and higher-quality product.** Defined hiring process.
- **Reduced cloud expenditure by \$2.1M, reducing waste; improved real LTV of customers and margin.**

ECHO GROUP

4/2019 to Present

International company in aerospace industry offering innovative services and solutions to assist with aircraft cabin design using latest technologies and power of cloud.

Technical Advisor, Cloud Operations & Security

Provide technical advisory in arenas of cloud operations, security, and scalability.

- **Enabled passing of compliance audits and signed initial agreements with GDPR-compliant European airline.** Prepared company policies and documentation needed to succeed compliance audit. Worked with VP, Engineering of prospective clients and partners.
- **Spearheaded cloud-native offering, highly valuable in market while securing clients.** Educated team on necessity of using cloud-native solutions and determined best fit of cloud provided for their use case. Scrutinized progress.

SENTINEL DATA

5/2017 to Present

Software company developing next-generation of AI-powered technologies that change how pharma industries explore and interact with sales and promotional data. Offering cloud-based solutions. Company operates in 4 different countries.

Founder, CTO, Technical Advisor, Cloud Operations & Security

Started new company in foreign jurisdictions, owning and servicing pharma sales data at country level—grew to become dominant in North African market owning 90% of sales data of pharma products throughout supply chain, with long-term contracts producing ARR in millions with leading pharma industries regionally. Deliver technical advice in cloud operations, security, and scalability. Established collaboration agreements with local government representatives and pharmaceutical vendors for growth, innovation, and efficiency.

- **Produced SaaS ARR of \$1M+.** Created legal entities structure in multiple countries. Formed data alliances with operators in Nigeria and Algeria, with major clients in Morocco. Created, funded, and assembled team. Oversaw and signed contracts within private and public sectors.
- **Secured first customer with 3-year renewable contract for ARR of USD \$200K/year. Launched company and hired promising leadership team and every engineer in firm without any venture debt or capital.** Garnered long-term contract with data providers who agreed to integrate with our system to provide automatic data flow to cloud repositories.

INFOR

7/2012 to 4/2020

Multibillion-dollar enterprise software provider and strategic technology partner for 90K+ organizations worldwide, owned by Golden Gate Capital and Koch Equity Development. Info acquired Predictix in 6/2016.

Director, Software Development, DevOps

Directed strategic development, management, and deployment of Infor solutions in retail vertical. Provided technical leadership to Infor Retail products' development. Managed cloud and services yearly budget of development group. Created DevOps group, grew team, and set responsibilities to aggressively meet company's strategic goals.

- **Drove profitability by increasing our SaaS profit margin.**
- **Reduced overall cloud expenses 78% in first 6 months, decreasing high-severity incidents to 0 during 6 months with more reliable products.** Improved DevOps capability of retail department. Crafted plan to ensure 0 fault-tolerance and reliability of all non-critical systems to migrate cloud infrastructure to tier 48% less costly, instituting fault-resilient systems.
- **Spearheaded first demand management solution to largest drug retailing chain in US company with \$72B (2013), 11K+ stores in USA, and 0.5M products—despite high-volume products, stores, and sales tractions.** Delivered first version to production, resulting in customer migrating fully to Infor system. Built and trained robust team. Created SOPs.
- **Facilitated cloud-agnostic company products** by coordinating necessary development processes and solutions. **Signed multi-year contract with 2 new tier 1 customers for combined ARR of \$850K.** Drafted careful plan. Negotiated terms.
- **Optimized efficiency by deploying on-call rotation for all critical assets and services of division.**
- **Improved margins and drove very predictable low implementation time—<12 weeks for most products via clear SOPs.**

EDUCATION & CREDENTIALS

- **Master of Science, Engineering (MSc), Security & Networks Major** – National School of Computer Science of Tunisia
- **Bachelor of Technology (BTech)** – Preparatory Institute of Engineering Studies of Nabeul, Tunisia
Succeeded national exam of admission to engineering schools; ranked among Top 5% nationwide.
- **Dual in Mathematics and Computer Science** – Military Academy of Tunisia
Completed military courses/training to form officers (Lieutenants) for military institutions of Tunisia. Ranked Top 2%.

AFFILIATIONS & COMMUNITY LEADERSHIP

- Executive Member, BENS (Business Executives for National Security)
- Practiced Brazilian Jiu Jitsu for 3 years. Obtained Brown Karate Belt in Military — Practitioner; active trainer
- Paint and participate in professional art exhibitions
- Well-read on first principals in different domains; well-versed in finance and economics
- Built and manage platform www.scientific-society.com that publishes scientific journals in finance domain
- Founded and managed forward-thinking companies; dominating in pharma data space, expanding in diverse countries in N. and W. Africa
- Investor; supported investors in due diligence process when approaching other companies while leveraging data analytics