

OMAR AMIN

PROFILE

Over 20 years of success in architecting and selling professional services in a solution-led organisation, working as an enterprise architect and trusted advisor with a variety of clients across EMEA to understand their business challenges and solve them through technology based solutions.

A leader with a focus on building trust that has collaborated at the CxO level with a variety of enterprise verticals including Financial, Telco, Oil & Gas, Government and Manufacturing.

A central point of excellence, developing high performance teams and owning large programs of work. Mentoring team members and colleagues has become a true passion of mine.

EXPERIENCE

Dell Technologies

 Dubai, UAE

2020 - Present

ENTERPRISE ARCHITECT

- Leading large and complex transformation programs for Dell's enterprise customers across EMEA
- Responsible for the technical strategy, governance and stakeholder communications for digital transformation initiatives as well as managing teams of solution architects
- Requirements analysis and success criteria analysis across different customer business functions
- Implementation of program governance to ensure success
- Technical ownership of complex solutions encompassing Dell, customer and partner solutions
- Management of organisational change - people, process & technology optimisation
- Mentoring and development of Dell solution architects
- Portfolio owner / thought leader for the **Resiliency** and the **Hybrid Cloud** domains
- EMEA SME for **Generative AI** and lead for use case development programs with Dell's EMEA customers

GenAI Resiliency Automation Transformation DevOps Agile Sustainability Governance

Dell EMC

 Dubai, UAE


2016 - 2020


DATACENTER SOLUTION LEAD


- Working with sales and marketing teams to build a portfolio of consulting products to best meet customer demands
- Developing and supporting a partner network to enhance Dell's delivery capability
- Lead architect on large, complex projects tasked with ensuring the highest quality delivery for our strategic customers
- Introduce customers to new product offerings evangelise the benefits of cloud and big data for their needs
- Own customer solution proposals end-to-end for the most strategic customers. Taking concepts discussed with stakeholders, through a solution design phase and into a successful sales cycle
- Work with the delivery teams to carry out project quality assurance reviews to ensure the highest standard of delivery is met
- Trusted advisor to customer leadership ensuring their needs are being met by the project delivery teams
- Leading the EMEA Datacenter community and providing a bridge to the global portfolio team to ensure that best practice is constantly being met across sales and delivery


Big Data Pre-Sales Cloud BCDR DC Consolidation / Migrations




 +971 554 965 176

 me@omaramin.me

 Dubai, UAE

 UK Nationality

 Download CV

SKILLS

Frameworks:

Togaf, Value Stream Mapping, ITIL V3

Generative AI:

Use Case Development and Prioritisation, End-To-End Architecture Development, Data Management (cleansing, tagging labelling), Model Training Strategy, AI Operations Enablement

Datacenter:

IT Transformation, Migrations/Consolidation, Cloud Architecture, Virtualisation, Containerisation, IaC/Devops

Resilience:

Business Continuity & Disaster Recovery Strategy, Architecting for Resilience, DR Planning & Testing

LANGUAGES

English Native
Arabic Conversational
French Basic

INTERESTS

Boxing Drums
Electronics Skiing

EMC Consulting

Dubai, UAE

ADVISORY SOLUTIONS PRINCIPLE

2011 - 2016

- Promoted to manage a team of 8 solutions principles, covering Turkey, Middle East, Africa, Eastern Europe and Russia
- Extensive people development to ensure my team was able to respond and adapt to a quickly changing portfolio of offerings
- Managing local and international partners in the sales cycle to cover scope and pricing constraints
- Generating 8-figure bookings
- Collaboration with account teams, regional VP and directors to exceed bookings targets by more than 60% year on year to date
- Fostering of collaborative relationships with our consulting teams in EMEA and the US for knowledge-sharing and service catalogue development

Sales Smart Cities SAP Replatforming Cloud Product Design

EMC Consulting

Dubai, UAE

PROGRAM MANAGER

2008 - 2011

Prince2 Program Management Microsoft Project / Visio Root Cause Analysis

Accenture

London, UK

SENIOR CONSULTANT

2005 - 2008

Data Gathering / Analysis Datacenter Optimization Microsoft Excel / Powerpoint Solution Design

IBM

Hursley, UK

SOFTWARE ENGINEER

2002 - 2005

Reliability, Accessibility, Serviceability Software Development C / C++

RECENT PROJECTS

Large Australian Bank

Sydney

AUTOMATION ARCHITECT

Jan 2024 - March 2024

- Analysis of existing DevSecOps and CI/CD processes to determine automation strategy and prioritisation of use cases
- Lead the development of a service broker architecture to encompass on-premise and public cloud use cases for developers and infrastructure consumers
- Technical governance of the initial pilot project for an automation MVP

Global Engineering Company

London / Remote

GENAI STRATEGIST

Sept 2023 - Dec 2023

- Advisory workshops with company executives and business to determine IT strategy requirements and value add use cases
- Developed roadmap and key milestones to implementing GenAI within the organisation to generate value around \$10MM over 3 years
- Lead the architecture team for a organisation data fabric and GenAI strategy
- Created implementation plan for initial MVP to deliver Retrieval Augmented Generation use case

GENERATIVE AI SERVICES SPECIALIST

May 2023 - Sept 2023

- Development of strategy and approach to develop Generative AI use cases for enterprises using value stream mapping
- Worked on the services required to deliver tuned models for enterprises from pre-trained large language models
- Build an end-to-end generative ai transformation roadmap for enterprises

Swedish Bank

📍 Stockholm/Remote

ENTERPRISE ARCHITECT

Sept 2020 - March 2022

- Owned the technical architecture for a complete refresh and migration to a new data infrastructure (block, file, backup).
- Owned the technical architecture for the design and implementation of Infrastructure as Code (IaC) capability to automate operational tasks
- Chaired the technical governance board
- Responsible for diagnosing, reporting and creating mitigations for program risks and issues
- Developed operational efficiencies utilising the new IaC capabilities
- Developed a program communications plan to support data gathering to all business units affected by the transformation

EDUCATION

MPhil Information Management Methodologies

University of Manchester

2001 - 2002

Masters degree where I developed a structured methodology to design information centric applications

BSc in Software Engineering

University of Manchester

1998 - 2001