

# Amr Mohie El-Deen

## Personal info

👤 11,04,1993  
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## Profile

I have a T-shaped consultant profile. Bringing deep expertise and experience in Data Storage systems, backup and recovery, and business continuity services portfolios. I work as a trusted advisor to my clients in all aspects of cyber resiliency, Data Protection, and building Modern IT infrastructure.

### Primary Expertise:

Backup and recovery solutions, Enterprise Storage Area Networks & storage systems, Storage replication & disaster recovery.

AWS | Ansible | CI/CD | linux | SVC | Spectrum Protect | Spectrum Protect Plus

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## Work experience

### **Storage and Data Protection Consultant MEA IBM**

📅 07/2016 – present 📍 CAIRO, EGYPT

- Led the delivery of +500K\$ storage services contracts annually
- Backup and recovery SME for Egypt and North Africa,
- Exceeded customer satisfaction targets and maintained world-class NPS of +85 for 3 consecutive years
- Developed documentation generation tool using python which reduced documentation issuance from 48 hours to just 4 hours
- Contributed to closing multi +\$1M deals across MEA, Delivering proof of concepts and creating storage infrastructure architecture documents, and presenting it to client executives.
- Delivered multiple official training for all IBM storage portfolios to enterprise clients across MEA, Upholding +8 feedback score
- Mentored and developed skills of newly hired consultants

### Key Projects

Egypt – Housing and Development Bank:

SVC Node replacement, A9000 implementation

Implementation of All-Flash software-defined storage solution & migration of all systems and Storage Area network with **Zero Downtime**

Egypt – Fawry:

Storage infrastructure Modernization

Conducted design and sizing workshop and delivers infrastructure architecture that could scale and cope with massive growth happening at Fawry.

Configured All-Flash storage infrastructure and migrated all workloads from old storage systems  
Designed & implemented Business continuity & data protection solution (IBM Spectrum Protect & SPP)

### **Pre-sales Engineer OgTech**

📅 12/2015 – 07/2016 📍 CAIRO, EGYPT

Product presentations and demonstrations

- Support with technical qualification of sales

Work experience

- opportunities
- Provide answers to (technical) questions in a Request for Information(RFI) or a Request for Proposal(RFP)
  - Build custom demonstrations
  - Deliver Proof Of Concepts(POC)
  - Provide first-line technical support for software

Education

**Engineering | Bachelor**  
**German University in Cairo**  
📅 09/2010 – 06/2015 📍 CAIRO, EGYPT  
Bachelor of Engineering and Material Science  
Major: Mechatronics

**AWS Cloud DevOps | Nanodegree**  
**Udacity**  
📅 03/2022 – 06/2022  
AWS Solutions Architecture | Infrastructure-as-code (IaC)  
CI/CD pipelines | Microservices and Kubernetes

Certificates and Badges

- Certified Technical Specialist - Expert
- Redhat Certified Engineer v8.4 (RHCE)
- Redhat Certified System Administrator v9 (RHCSA)
- IBM Recognized Speaker/ Presenter
- Enterprise Design Thinking Co-creator
- IBM Mentor
- Lab Services Consultant: Storage
- IBM Certified Deployment Professional - Spectrum Protect Plus
- <https://www.credly.com/users/amr-mohie-el-deen>

Skills

📌 IT SKILLS

Software Defined Storage

●●●●●

Cloud Computing

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Python

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Storage Area Networks (SAN)

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Unix Systems

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Docker & Kubernetes

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Data Protection and Recovery solutions

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Linux

●●●●○

Configuration management (Ansible)

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📌 LANGUAGE

English

Full

Arabic

Native

German

Limited

2/2