

Ali R. Sayed
Status: US Citizen

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Objective: Seeking a challenging role to lead the digital transformation of your organization via the implementation of cutting edge business solutions. To grow and thrive in a dynamic environment, solving challenging problems.

Profile: Highly skilled IT professional, engineer and problem solver with extensive industry experience. Someone who sees the big picture and can work from top to bottom to deliver exceptional results.

Career Accomplishments:

- Excellent program management, mentoring, team leadership, crisis management, budget management, communications and writing skills. Extensive experience in planning, design, management and hands-on implementation of complex heterogeneous information systems.
- Demonstrated ability to successfully plan and deploy complete Enterprise Solutions including ERP, CRM, PLM, MRP, E-commerce and more. Expertise in managing delivery deadlines, vendor relationships, and hands-on build-out of complex systems.
- Highly proficient at system administration of Linux, UNIX and Windows systems with extensive hands-on industry experience in high availability mission critical environments. Able to architect, implement and manage the complete IT infrastructure for small and mid-sized organizations.
- Experience managing IT budgets, vendor contracts and licensing agreements for Enterprise and Engineering resources. Proficient at forecasting IT project budgets and expenditures. Demonstrated ability to manage projects from concept to delivery, while meeting all deadlines and delivery schedules.
- Excellent proposal writing and documentation skills. Authored run books and training manuals for data center operations. Prepared patent applications for submission to the USPTO.
- Proficient in managing application stacks including PostgreSQL, MySQL, MariaDB, MS SQL, Oracle, Postfix, SMTP etc. Load balancing (Cloud and Physical), VPN access, Firewall and networking. Hands-on experience deploying CMS platforms (Wordpress, Drupal, Django), LMS (Learning Management Systems) and more.
- Comfortable in the art of presentation (preparation & delivery) to all levels of senior management.
- Ability to navigate in and around security requirements such as HIPAA and PCI-DSS compliance. Basic knowledge of ITAR, EAR and FedRAMP regulations. Working knowledge of FAA and National Aerospace Standards.
- Proficient in the use of engineering CAD and CAE tools, self taught CNC programmer and CNC machine builder. An experimenter, inventor and tinkerer with hand-on experience designing and manufacturing several innovative products (Patents Pending).
- Working knowledge of CI/CD platforms including Bamboo, Jenkins, Chef, Ansible, CfEngine and Change Management systems.

Experience:

Esar Works, LLC, Oakland, CA
Founder & CEO

04/2018 to Present

Helping Startups and Small Business with their Infrastructure and Digital Transformation needs. Providing complete working solutions for affordable transitions to Cloud Computing (Amazon AWS, Google GCP, DigitalOcean). Provide guidance with selection and implementation of Business Systems such for ERP, CRM, PLM, Accounting and more (NetSuite, Odoo, EPR5, ERPNext, etc).

Provide assistance with on-site solutions using open-source technologies for HPC and virtual computing (LXC or Docker Containers, VMWare, Proxmox, Virtualbox) and much more.

Capella Space, San Francisco, CA
Enterprise Business Applications

09/2020 to 11/2020

I was brought on board to scope-out and lead the implementation of NetSuite ERP for the purpose of streamlining the manufacture of a fleet of SAR capable low orbit satellites.

In addition I also coordinated the PLM, Helpdesk and Salesforce integration with the ERP system. I project ended abruptly.

Momentum, Santa Clara, CA
Information Technology and Manufacturing (Senior Consultant)

04/2019 to 10/2019

Responsible for the architecture and deployment of the complete IT infrastructure pipeline of a startup. Created plans, managed the budget, vendor relationships and project deadlines for Data Center, Networking, Internet, Workstations Software, Licensing and Contracts and more.

Implemented systems using a majority of open-source solutions for Directory Service, Storage, Virtualization, VPN, etc.

Managed all vendor relationships for software licensing including Solidworks, Nastran, Ansys, CAMWorks, Thermal Desktop and much more.

Had complete responsibility for creating a fully functional Machine Shop, staffed with experienced personnel and equipped to produce spacecraft components. Delivered results in record time and on budget.

Velodyne LiDAR Labs, Alameda, CA
IT Manager for Research Lab

12/2017 to 04/2018

Responsible for building out and managing a sane and reliable computing environment for the Research and Development Teams. LiDAR technology is very compute intensive and I was looking at in-house, cloud and third party vendor solutions for HPC (High Performance Computing) and vast storage requirements.

Deployed in-house systems for high-speed networking, ultra-fast storage and advanced computing.

MAXAR Technologies / Space Systems Loral, Palo Alto, CA
Senior Systems Engineer (PLM)

04/2017 to 12/2017

Successfully deployed PTC Windchill PLM (Product Lifecycle Management) solution under an extremely aggressive project time line. Managed the delivery deadline, coordinated with various vendors, planned and prepared the final architecture and built out all the necessary infrastructure for a 200 user pilot program. This system was designed to supplement the existing 2500+ user PLM system. Delivered successfully and on-time.

Performed day-to-day systems upkeep in a heterogeneous environment consisting of Linux, Solaris, Windows, Netapp, Nutanix, MS-SQL, MySQL, PostgreSQL, SAP, Siemens Teamcenter, Nastran, PTC Creo and much more. All in compliance with ITAR and other federal requirements.

Bernie Sanders, USA

01/2016 to 06/2016

Volunteer, Bernie Sanders Presidential Campaign 2016

Recruited, mentored and trained volunteers to assist with the daily operations of the campaign's Northern California HQ. Trained volunteers for phone-banking, door to door canvassing activities and data entry tasks.

Assisted with office operations including IT Operations, Staffing, Tech Support, Logistics and Special Events needs.

Contacted donors and solicited donations for campaign operations. Independently raised funds to donate to the campaign and donated equipment and supplies to the campaign HQ.

Rackspace Inc., San Antonio, TX

04/2015 to 01/2016

Enterprise Support Engineer for Managed Cloud (Remote)

Responsible for the final delivery of all customer related new and existing business projects. Participated in architectural reviews and implementation sessions and advised clients on how to best use the products and services offered by Rackspace's Digital practice.

Troubleshoot and administer Linux systems (RedHat, CentOS, Ubuntu), E-commerce platforms (Hybris, Magento) and CMS platforms (Adobe AEM, WordPress). Review trouble ticket queues for assigned customers, work through case resolutions, plan and perform system patching, upgrades and troubleshoot VMware and OpenStack based cloud platforms and applications. Responsible for providing hands-on level III technical resources for all client systems escalations.

Rodan+Fields, LLC, San Francisco, CA

10/2013 to 06/2014

Head of eCommerce Solutions Infrastructure (Consulting)

Responsible for the architecture and deployment / provisioning of a cloud based SAP Hybris E-commerce platform for the second generation corporate business platform. Assisted with the expenditure management of the entire cloud platform running on Rackspace Managed Cloud, in compliance with PCI-DSS requirements.

Provided expertise and consultation regarding system configuration, performance, security and capacity planning. Researched and recommended architectural designs and improvements to systems.

Deployed multiple instances of Hybris Enterprise software, Postfix mail relays, MySQL and PostgreSQL database servers. Diagnosed and performed hands-on resolution of systems related issues. Assisted with the day-to-day management and troubleshooting of networks, firewalls, VPN, email and Linux and Windows related issues.

Designed and Deployed an Infrastructure monitoring solution based on the Zabbix platform.

Ricoh Company, Ltd (Ricoh Innovations), San Jose, CA

03/2011 to 04/2013

Cloud Infrastructure and Operations Lead

Performed team leadership and mentoring obligations in addition to day-to-day responsibilities of maintaining a large cloud based development infrastructure.

Architected and built the IT Operations Center and staffed engineers for 24x7 support duties. Managed vendor contacts and monthly billing responsibilities for cloud based platforms.

Performed hands-on management of cloud based systems at Rackspace, Amazon Web Services (AWS) and internal cloud (VMware ESX, and Citrix Xen) infrastructure in compliance with HIPAA requirements.

Assisted with the deployment and management of business continuity(disaster recovery) solutions using AWS/Amazon S3 storage services. Setup monitoring solutions, alerting and SLAs. Prepared documentation including run-books.

Implemented and maintained the corporate email system for the local office using open-source solutions. Assisted with the design and day to day upkeep of the corporate network systems (wired, wireless, 3G).

Esar Works, Oakland, CA

04/2009 to 03/2011

Information Technology, Design and Manufacturing

Designed and built a prototype electric vehicle. Filed my first patent. Self published documentation for open-source software applications. Researched basic methodologies for product manufacturing and machine shop operations.

Markmonitor, San Francisco, CA

09/2007 to 03/2009

Colo Infrastructure Lead

Responsible for managing a large hosted server farm running Linux and open source applications including Apache, PHP, MySQL, PostgreSQL, Nagios. Performed day-to-day administration, hardware repair, data-center planning and expansion. Participated in 24x7 on-call duties.

Education:

- Bachelor of Science, Aerospace Engineering (BSAE), Northrop University, Los Angeles, CA.
- Course work towards MS in Physics, UCSC, Santa Cruz, CA.
- Former amateur VFR pilot.

Patents, Publications, Websites & Blogs:

- Patents: Four Provisional Patents filed with the US Patent Office since 2010.
- Self Published: A Primer for performing Static and Dynamic Finite Element Analysis with CalculiX and NETGEN.
- Blogs: Owner & Operator esarworks.com, esarworks.org and xyz-access.com running Odoo ERP on Digital Ocean.

References Available Upon Request