EVGENY VAINSHTEIN

Executive Project & Presales, Technological Evangelist ,T&T, Opensource Strategist

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Languages

- English - Fluent
- Russian - Fluent
- Hebrew - Fluent
- German - C1

COVER LETTER   **LONG RESUME VER**

Skills

Project Management

Agile Project Management Scrum, Kanban. Telco Project Management. Cloud Project Management. Waterfall Project Management. Software Project Management. Disaster PM Experience. Jira, Confluence, Gitlab, Azure DevOps, Monday.com, Asana, MS Project.

Technological Leadership

Experience in Innovation Projects above 100ML USD **inside AWS AMAZON**
Experience in Cloud Transformation projects above 100ML USD **inside AWS AMAZON**
Experience as a Founder of two boutique IT consulting companies.
Experience as Technological Director in two biggest Open Source Cloud Leading companies in the world: Redhat and Canonical.
Experience as Technological Strategy Director. Senior Product Management Experience in Telco & Cloud Products. Innovation Director Experience. Digital Transformation & Senior Change Management Director.

Work experience

2023 - Today   **Principal TechnicalCybersecurity Program Manager**
Stars4business OU

- Program Management SDLC of End Point Security Digital Twin (WSL Ubuntu Linux for Win10/11 using LXC Containers Sandbox for 70k MS10/11 End Points for Major European FSI. (C# & Python)
- Conducted comprehensive analysis of cyber regulations, emphasizing the requirements of the NIS 2 and DORA Directive, to ensure organizational compliance.
- Supported the development of a detailed risk profile, followed by assessments aligned with NIS 2 and DORA standards.
- Drafted and implemented the Cybersecurity Incident Response Plan (CSIRP) conforming to NIS 2 and DORA Directive requirements.
- Recommended and facilitated the implementation of appropriate security measures aimed at mitigating risks in accordance with and DORA and NIS 2 guidelines.
- Acted as a key point of contact for all matters related to the DORA and NIS 2 Directive, ensuring clarity and guidance on compliance issues.
- Contributed to training initiatives designed to promote adherence to cybersecurity best practices and enhance compliance with NIS 2 and DORA mandates.

2021 - 2023   **Senior Program Manager Telecom**
Amazon AWS

- Responsible for Solutions in AWS based on Cloud services such as: CCaaS, SalesForce Integration, GenAI, Oracle Exit, DC Exit, Kubernetes Optimization, FinOps Optimization, AI/ML solutions, Training Programs, Migrations. Including Cloud Security & compliance (GDPR, Confidential computing, Identity Management, Simulation of Security incident response, Trusted Advisor security recommendations, AWS CloudTrail and implementation of partner Cyber solutions)
- Led and managed over 20+ digital transformation programs for Telefonica Germany, with project sizes exceeding 100ML EURO, driving significant improvements in efficiency and customer experience.
- Oversaw and executed radical IT transformation programs for B2B and B2C applications, including projects such as SDM, 5gCore, vIMS, Edge 5g (Snowball), and IoT.
- Played a key role in the transition and transformation of the AWS N1 Cloud, serving as the de facto COO of the account.
- Implemented SDLC, CI/CD, and DevOps practices, ensuring seamless and efficient software development and deployment processes.
- Successfully led major migrations from data centers to AWS cloud, encompassing compute, networking, storage, and database migration, as well as other critical AWS services.
- Maintained clear and concise documentation throughout the projects, facilitating knowledge transfer and ensuring smooth project execution.
- Collaborated closely with cross-functional teams to ensure the successful delivery of projects, meeting deadlines and exceeding customer expectations.
- Stayed up-to-date with the latest industry trends and best practices in cloud computing and digital transformation, continuously enhancing knowledge and skills.

2020 - 2021   **Senior R&D Project Manager**
ENEA

- Oversaw a large-scale digital transformation project in Deutsche Telekom, managing a 24 million Euro budget and leading a team of cross-functional work streams. SDM Database.
- Successfully managed customer relationships, ensuring satisfaction and addressing their evolving needs through effective communication and proactive problem-solving.
- Coordinated and managed multiple work streams, including architecture, data modeling, OSS, automation CI/CD, acceptance testing, migration, and cloud infrastructure. Full SDLC
- Implemented agile project management methodologies, facilitating efficient resource allocation, sprint planning, and delivery of customer software according to requirements.
- Led matrix management and coordination of resources, including QA teams, architects, R&D teams in India and Croatia, and product management teams.

- Developed and delivered regular updates on project progress, features, and deliverables to stakeholders, ensuring transparency and alignment with customer expectations.
- Conducted thorough customer success management, creating reports and plans to maximize project efficiency and address any gaps or challenges.
- Proactively identified and addressed changes in customer needs, creating change requests and implementing strategies to improve project planning and delivery.
- Facilitated continuous improvement through lesson learned sessions and the implementation of strategy improvements, optimizing project outcomes and customer satisfaction.
- Coordinated and optimized R&D resources to meet tight project timelines and deliver high-quality results.

2019 - 2020 Principal Customer Success Manager
Redhat

- Led the successful execution of the largest digital transformation projects for two Tier 1 telecom operators, DT Group and Orange, resulting in significant improvements in operational efficiency and customer satisfaction.
- Managed a portfolio of 26 projects, including vEPC, vIMS, SDN, SDWAN, Openshift Kubernetes, and IT clouds, ensuring timely delivery and adherence to project milestones.
- Collaborated closely with cross-functional teams, including PMO and NFV/SDN, to drive customer success and achieve project objectives.
- Developed and implemented customer success strategies, resulting in increased adoption and utilization of Redhat's products and services.
- Provided expert guidance and support to customers, addressing their technical challenges and ensuring smooth implementation and integration of solutions.
- Maintained clear and effective communication with stakeholders, avoiding industry jargon and explaining complex concepts in a comprehensible manner.
- Ensured consistency and accuracy in all customer communications and documentation, proofreading for errors and typos.
- Demonstrated a deep understanding of Kubernetes and cloud technologies, leveraging them to drive successful customer outcomes.
- **Reference Letter**

2016 - 2019 Business Development Manager
Canonical

- Led business development efforts for Canonical's Ubuntu Cloud product line, including NFV Telco Platform, Private/Public Cloud, Containers, PaaS, Bare Metal Provisioning tools, SDN, DevOps, Digital Transformation for Defence, Telecom, and Enterprise, CaaS, FaaS, OpenStack, and Kubernetes.
- Engaged at a senior level with global providers, securing new partnerships and driving revenue growth for Ubuntu products.
- Collaborated with partners to increase the usage of Ubuntu OS guest images and associated support services and tooling, resulting in improved customer satisfaction and retention.
- Represented and influenced cloud-related initiatives across the company and with partners, ensuring alignment with developer needs and enhancing the overall developer experience with Ubuntu.
- Maintained clear and concise communication with stakeholders, avoiding technical jargon and ensuring understanding of complex cloud concepts.
- Consistently achieved business development targets and milestones, contributing to the overall success and growth of the Ubuntu Cloud product line.

2014 - 2016 IT Solutions Sales Manager
HUAWEI

- Successfully sold and implemented IT/Datacenter/OpenStack Cloud/NFV/PaaS/BigData solutions to key Carrier Telco customers, resulting in significant revenue growth and customer satisfaction.
- Designed customized solutions for clients, leveraging expertise in virtualization of Mobile and Fixed Telecom networks, meeting their specific needs and requirements.
- Led a team of presale professionals, providing guidance and support to achieve sales targets and exceed customer expectations.

- Developed and maintained strong relationships with key clients, ensuring long-term partnerships and repeat business.
- Effectively communicated the value proposition of our solutions, using clear and concise language that resonated with both technical and non-technical stakeholders.
- **Reference letter**

2009 - 2014

Founder Transition & Transformation Leader
SIA ENTERFREELANCE

Vendor representation in EMEA. Sales & Business Development, Presale 2 PO, Project Management, Disaster Management. (Kofax, BTI, Mobotix), Elbit Cyberbit.

Cogent Communications - Sales Engineering, for Tier1 ISP number 3 in the world, Number 3 in EU and Number 3 in USA. (DWDM, IP Transit, MPLS, SDWAN, Cloud, Data Centers)

2007 - 2009

Senior Delivery Project Manager & Presale Manager
LR GROUP Angola Africa

Technological Transition & Transformation Director Multi Million Projects in Africa. (50M USD Wimax ISP, 60M USD Spectrum Monitoring Transformation for Ministry of Telecom Angola)

2005 - 2007

Technical Manager Verint Cyber SIGINT
Verint Systems

- Managing Site reliability Engineers and integration activities SIGINT project delivery for law enforcement agencies.

2003 - 2005

Technical Country Manager - Local CTO
D-Link

Building Technical expertise of local office in Israel from scratch. Creating Presale & Customer Success departments and scaling the business.

Education

2021 - 2022

AWS Certified Cloud Practitioner
AWS

2000 - 2003

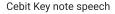### B.Sc in Computer Science
Champlain College

1995 - 2000

Navy Officer Practical Engineering Degree in Marine Electricity
The ORT Ashdod Technological School for Naval Officers

Portfolio

Key Notes & Interviews

Cebit Key note speech

1st Place Startup Innovation...

CNBC Interview Berlin Block...