Waheed Hyder

Sr. Solution Manager, IBM Singapore

Solutioning Service Line Leader, IBM CIC Pakistan

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- **PMP**
- Prince2
- **CDMP** – Fundamentals
- **CDMP** – Data Governance
- **ITIL** Foundation
- IBM **S**olution **C**onsultant – Expert
- IBM **S**olution **A**rchitect - Expert
- The **O**pen **G**roup **C**ertified – **M**aster **S**olution **A**rchitect
- IBM **C**ertified **BI** Professional (IBM Cognos)
- IBM **C**ertified **S**olution **A**dvisor – **B**ig **D**ata and **A**nalytics
- SAP **B**usiness **O**bjects **C**ertified **P**rofessional **XI R**2(L-1)
- **O**racle **B**usiness **A**nalytics **W**arehouse **C**ertified **C**ore **P**rofessional
- **O**racle **C**ertified **P**rofessional (OCP-9i)
- **C**loudera **C**ertified **A**dministrator– Apache Hadoop
- **M**icrosoft **C**ertified – **A**zure **S**olution **A**rchitect Expert
- **M**icrosoft **C**ertified – **A**zure **D**ev**O**ps **S**olution **A**rchitect Expert
- **M**icrosoft **C**ertified – **A**zure **S**ecurity Expert
- **M**icrosoft **C**ertified – **A**zure **D**ata **E**ngineer Specialist
- **M**icrosoft **C**ertified – **A**zure **D**ata **A**nalyst
- **M**icrosoft **C**ertified – **C**osmos **DB** **D**eveloper Specialty
- **M**icrosoft **C**ertified – **A**zure **F**undamentals

Profile Summary

Waheed Hyder brings over 20 years of extensive experience in data management, analytics and AI, establishing himself as a seasoned leader in the industry. With a proven track record of successful project delivery across diverse global markets, including Australia, South Africa, the Middle East, and the US (remote), he brings a wealth of experience to the field.

Waheed oversees the Solutioning Service Line at CIC Pakistan, ensuring the delivery of exceptional services. Simultaneously, in his global role at IBM Consulting, he leads the end-to-end sales and solutioning process for new opportunities within IBM Consulting.

Waheed's distinctive leadership qualities shine through in his exceptional ability to comprehend customer objectives, design strategic roadmaps, and effectively bridge the gap between business needs and technology. His extensive knowledge in data and analytics positions him as an invaluable asset to organizations aiming to lead in digital transformation.

Management	Strategy & Architecture	Methods and Frameworks	Tools & Technologies
- Project Financials (P&N) - Delivery - Stakeholders - Risks - Communication - On-site & Offshore teams - Technical Solution	- Data, Analytics and AI - Data and AI Governance - RAG Solutions - Data Lake - Business Analytics - Modern Enterprise Data Warehouse - Enterprise Integration - Data Migration - Data Fabric - Data Mesh	- IBM AI Method - IBM BI Method - IBM Data Transformation Method - Azure Cloud Scale Analytics - Azure Well-Architected Framework - TOGAF - DAMA DMBoK - NDMO - Azure Cloud Adoption Framework - IBM Cloud Adoption Framework - IBM Architecture Development Method	- AI : Watsonx.ai, Wastonx.gov, Azure OpenAI, Azure AI Services - Databases: Netezza, Redshift, Synapse, Oracle, DB2, MS SQL , Cloudera, Azure Cosmos DB, Snowflake - ETL/ELT: Infosphere DataStage, Informatica, Azure Data Factory, Azure Databricks, AWS Glue - Data Governance: IBM WKC, Azure Purview, Informatica EDC and AXON - Visualizations: Cognos, BO, Power BI, OBIEE - Analytics: SPSS, Azure Machine Learning - Languages: SQL, Python - Modeling: Erwin 3.5.2 - DevOps: Azure DevOps, Jenkins
Industries	Banking	Telecommunications	Travel & Transportation	Energy & Utilities

Career History

- 08/2019 –To date
  Sr. Managing Consultant, IBM Global Business Services (GBS), Pakistan, MEA

- 5/2019 – 8/2019
- Manager Business Intelligence, Omnicom Media Group - Australia

- 07/2017 –4/2019
  Sr. Managing Consultant, IBM Global Business Services (GBS), Pakistan, MEA

- 09/2014 – 07/2017
  Managing Consultant, IBM Global Business Services (GBS), UAE, MEA

- 10/2008 – 09/2014
  Managing Consultant, IBM Global Business Services (GBS), Pakistan, MEA

- 05/2008 – 10/2008
  BI Consultant, International Turnkey Systems (ITS), Pakistan

- 12/2005 – 05/2008
  BI Lead, Digital Processing Systems (DPS) Islamabad, Pakistan

- 06/2003 – 11/2005
  Oracle Database Administrator, Paranox Technologies Islamabad, Pakistan

Client Served

- DEWA, Dubai
- Westpac Corporation, AU
- Lufthansa Airline, Germany
- Habib Bank (HBL), Pakistan
- Atradius, Netherlands
- Truist Financial Corporation, USA
- Telkom, SA
- Etihad Airline, Abu Dhabi
- Etisalat Telecom, Dubai
- Vodafone, Turkey, SA, Qatar
- Paktel Telecom, Pakistan
- Wateen Telecom, Pakistan
- CMPAK Telecom, Pakistan
- Mobilink Telecom, Pakistan
- Warid Telecom, Pakistan
- Zain, KSA, Kuwait
- Cendant, USA
- Allied Bank, Pakistan
- Maaden, KSA
- Coca-Cola İçecek, Turkey

References

1. Name: Arsalan Sheikh

Position: Senior Director Insights & Data, Capgemini

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2. Name: Ashraf Khan

Position: Senior Data and AI Brand Technical Sales Specialist, IBM Middle East

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Business Development	
Projects	**Roles and Responsibilities**
GenAI TPM Insights Generation, Bank of Nova Scotia, Canada *FAO AI-Powered Document Processing and Data Indexing System Project, KSA* *Truist EDA Re-Platforming, Truist Financial Corporation, USA* *Ceva Logistics, Analytical Data Platform, France* *Lufthansa Airline, Data Platform Modernization, DE* *Westpac – Data Platform Migration to Azure PaaS, AUS* *State of Rhode Island Data and Analytics Services, USA* *SSE GMC eStore Dashboard Operations, South Korea* *IOCL Enterprise Dashboard, India* *National Railroad Passenger Corporation (AMTREK) EDW – USA* *Enterprise Data Warehouse and Business Intelligence – Vodafone Qatar* *QP (Qatar Petroleum) IOF Digital Data Strategy - Qatar* *Ashghal Portfolio Reporting – Qatar* *Smart Dubai – UAE* *Vodacom EDW/BI Consultancy Engagement – SA,* *Etisalat EDW/BI Transformation – UAE* *Warid Enterprise Data Warehouse, Business Intelligence and Campaign Management – Pakistan* *Telkom Telecom EDW & Analytics, SA* *Hubbell Data & Analytics Strategy, USA*	1. Currently working in IBM Global Solutioning Hub,Singapore, supporting worldwide deals by leveraging specialized expertise and resources for global solution development. 2. Actively engaging with internal and external clients, along with other key stakeholders, to understand strategic objectives, business and technical requirements, challenges, and immediate concerns. 3. Collaborate with IBM Partners and senior executives on strategic business deals, driving alignment between client objectives and innovative solutions to ensure successful outcomes and strengthen partnerships. 4. Shape data, analytics and AI solutions and properly scope, price engagements, establishing optimal operating models and project team organization and leading the transition from the sales process to the delivery phase. 5. Optimize resources and budgets to maximize ROI on data, analytics & AI initiatives. 6. Leading cross-functional, cross-geography teams of subject-matter experts. 7. Collaborating with the broader pursuit team—including Sales, TSM, HR, Delivery, Pricing, and Risk teams—to build competitive, winning solutions. 8. Preparing responses to RFIs and RFPs, and developing compelling proposals and Statements of Work (SoWs) that effectively communicate IBM's value proposition. 9. Ensuring alignment of solutions with IBM's strategic goals and client expectations, maintaining high standards of quality, feasibility, and scalability. 10. Continuously enhancing solution methodologies and frameworks by integrating market insights, competitive intelligence, and IBM best practices to add measurable value to client engagements.

Project Management and Architecture	
Projects	**Roles and Responsibilities**
Etihad Guest Loyalty Data Analytics, UAE *DEWA Watson and Analytics (DEWA Self-Assist Agent), UAE* *EDW and BI, Vodafone, Qatar* *EDW and BI, Etisalat, UAE* *Telkom Telecom EDW & Analytics, SA* *Warid Telecom EDW, Business Intelligence and Campaign Management, Pakistan* *CMPAK Telecom Analytics and Campaign Management, Pakistan* *Mobilink (Jazz) Siebel Analytics and Business Intelligence (OBIEE), Pakistan* *Wateen Telecom Data Warehouse and Business Intelligence, Pakistan* *Zain KSA DWH, KSA* *ZAIN IRAQ Data Warehouse Implementation, Kuwait*	1. Directed projects as Project Manager and led as Principal Solution Architect. 2. Cultivated and maintained robust relationships with key stakeholders, ensuring alignment on strategic goals and priorities. 3. Oversaw the comprehensive delivery of complex data and analytics projects, ensuring timely execution aligned with business objectives. 4. Proactively identified and mitigated risks, ensuring timely resolution of project challenges. 5. Directed the design, implementation, and maintenance of scalable data platforms and architectures. 6. Championed innovation in data engineering, analytics, and AI/ML solutions to enhance business capabilities. 7. Developed and articulated both business architecture (mission/vision, capability models, capability assessments) and technical architecture (current and future state diagrams, solution standard processes, reference architectures, design patterns) to executive audiences. 8. Attracted top-tier talent by showcasing the firm's innovative culture and growth opportunities. 9. Designed initiatives to retain high-performing consultants and fostered an inclusive, supportive work environment.

Data Management & Governance	
Projects	**Roles and Responsibilities**
HBL (Habib Bank Ltd.) Data Strategy, Pakistan *Allied Bank Data Lake, Data Management and Governance, Pakistan* *United Bank Data Lake, Data Management and Governance, Pakistan* *GDX Consultancy, Qatar* *Maaden Data Management and Governance, KSA* *Telkom Telecom EDW & Analytics, SA* *Hubbell Data & Analytics Strategy, USA*	1. Spearheaded the implementation of comprehensive data strategy and governance solutions for various clients. 2. Formulated and executed a comprehensive data strategy roadmap, ensuring alignment with business objectives to enhance competitive advantage and operational efficiency. 3. Collaborated closely with client organizations to define data governance frameworks, policies, and procedures. 4. Advised clients on best practices for data management, ensuring alignment with industry standards and regulations. 5. Developed and implemented enterprise-wide data governance frameworks, ensuring data quality, consistency, and accessibility for informed decision-making. 6. Led workshops and training sessions to enhance client teams' understanding of data governance principles. 7. Developed and implemented data quality frameworks to improve overall data integrity, as well as metadata management frameworks to ensure comprehensive data understanding and accessibility. 8. Contributed to the design and execution of data stewardship programs, fostering a culture of data ownership and accountability. 9. Provided strategic guidance on leveraging data assets for improved decision-making and business outcomes. 10. Utilized the IBM Data Governance Framework, DAMA DMBoK, and EDM DCAM to establish a robust Data Governance program. 11. Collaborated with legal, compliance, and privacy teams to ensure adherence to relevant regulations, data protection laws, and industry standards. 12. Conducted regular audits, data risk assessments, and data privacy impact assessments to identify and mitigate data-related risks.