

# MOHANNAD F. OTAIBI


Sr. Manager, Cloud Operations, Technology Enthusiast, Quality Advocate and a Problem Solver

Location	Riyadh, Saudi Arabia
Date of Birth	March 20, 1987
Marital Status	Married
Email	<a href="mailto:mohannad.otaibi@gmail.com">mohannad.otaibi@gmail.com</a>
LinkedIn	<a href="#">@mohannadotaibi</a>
Mobile #	<a href="tel:+966-545582222">+966-545582222</a>

## Summary:


Strategic and results-driven Senior Manager with over 14+ years of experience in Information Technology and Business Management. Proven expertise in Cloud Native Approach, DevOps, FinOps, Multi-Cloud, Administration & Automation, Orchestration & Containerization. Skilled in leading high-performance teams to deliver cloud-first environments and solutions, enhancing operational efficiency and reducing costs. Adept at strategic planning, stakeholder engagement, and change management, with a strong focus on operational excellence and risk management.

## Professional Experiences

**Sr. Cloud Operations Manager**  
Thiqah Business Solutions, Cloud Operations Department -  
Sept 2024 - Present

Managing a multi-cloud international environment for mission critical government/semi-government solutions with a 60+ million SAR annual Budget. Key responsibilities include:

- Leading a high-performance team of cloud engineers that support and manage an infrastructure of more than 1,500 servers and 1+ Peta-byte storage with relevant contracts, management tools, licenses and local repositories.
- Establishing and executing talent competency development (upskilling) and growth programs ensuring continuous elevation of team members skills and talents.
- Leading the implementation of transformational strategies, such as multi-cloud adaptation strategy to ensure systems resilience, cost optimization, elimination of vendor lock and benefiting from different cloud-based offerings and services.
- Leading implementation of FinOps standards and practices to ensure continuous evaluation of infrastructure utilization and costs, decommissioning obsolete resources and optimizing underutilized resources, analyzing vendor utilization and cost reports leading to saving and avoiding unnecessary cost of more than 16+ Million SAR annually.
- Leading vendor relations and contract negotiations of cloud contracts, optimizing requirements and saving the company more than 5+ Million SAR annually through negotiations.
- Leading and establishing governance systems such as Operations Policies, infrastructure standards, international cross-teams operational frameworks defining requirements for teams to streamline understanding and communication while operating high value and mission critical solutions.
- Managing and responsible for annual Business Continuity Plan, implementation of the disaster recovery (DR) program, conducting drills to ensure teams' readiness, synergy and systems agility to unexpected changes.
- Planning, managing and executing backups strategies for hot, cold and offline backups for structured and unstructured data through native cloud solutions and Veeam and queuing technology for unstructured data.

**Sr. Contracting Systems Manager**  
Jeddah Central Development Company (PIF) – Procurement Department -  
Jun 2022 – Sept 2024

Managing Smart City, Information Technology & Digitization Contracting activities for a Mega-Project (PIF) Company. Key responsibilities include:

- Lead the design, implementation, data migration and Management of Procurement ERP Systems (SAP S4Hana, SAP Ariba, and OpenText ECM, SharePoint and External Filesharing (Next Cloud) for contracts of more than 13 billion SAR.
- Lead development of in-house solutions for procurement and innovation management, utilizing Terraform, Ansible, MariaDB Galera Nodes and containerized system components with Docker.

- Lead procurement of IT infrastructure with Local and International cloud hosting providers, On-Prem Datacenter, and SaaS in compliance with NCA regulations and internal security guidelines.
- Developed and Established an Innovation Platform (technology & process) utilizing SharePoint and NodeJs API.
- Developed an analytical tool for suppliers on top of SAP Ariba Restful API using NuxtJS and ElectronJS.
- Developed, reviewed, and administrated policies, charters, procedures, standard terms and conditions, functional reviews, tools, templates, and forms in addition to lead Supplier Management & Prequalification.
- Administrated procurement quality/excellence & compliance programs and leading audits and reviews such as ISO QMS, ISO Information Security, CIPS Procurement Excellence.
- Acted as a secretary for Service Award Committee conducting items reviews, directives/resolutions tracking and enforcement. Migrating and automating the manual process to Azeus Convene (SA Based hosting).
- Developed/Revised procurement strategy, objectives, initiatives, annual forecasts and plans, key performance indicators and reporting with SAP Analytical Cloud.



### **Business Manager**

Saudi Aramco – Gas Compression Projects Department -

Apr 2018 – Jun 2022

Worked as a Contracts/Business Manager for a multi-billion-dollar capital programs/projects department, Key responsibilities include:

- Administrated IT infrastructure, Cybersecurity Programs, Authorizations and Access Permissions Lists for data sources and systems with 14 IT staff direct reports.
- Administrated Business Plans, Budgets, Contracts, subcontracts, Human Resources recruitment and development with 12 direct reports.
- Lead/Established compliance and quality programs (Operational Excellence) including reviews and assessments and capturing lessons learned in addition to reporting and monitoring of metrics (KPIs), schedules, budgets, deliverables, and milestones.



### **Information Technology Quality Officer**

Saudi Aramco – Operational Excellence Department -

May 2013 – Apr 2018

Worked with corporate quality program governance focusing on IT Data Management processes. Key responsibilities include:

- Established the IT infrastructure for the department, including Hardware assets, and Software requirements.
- Lead the design and development of digital assessment solutions for all corporate quality officers using custom modules in SAP S4Hana working closely with developers and users.
- Established processes for IT Asset Management, Information Archiving, Information Security, Business Continuity, Contracting, Supplier management and Compliance review based on EFQM model.
- Established/conducted quality assessment/benchmarks on the processes and capture lessons learned.
- Acted as a subject-matter-expert (SME) for corporate IT processes quality programs.
- Planned/Conducted compliance reviews on the implementation of the programs, gathering of lessons learned, maintaining best practices database.



### **Procurement & Planning Analyst**


Saudi Aramco – Information Technology -

Feb 2011 – May 2013

Key Responsibilities:

- Developed in-house ASP.net/C# solution for administration and reporting of development programs beneficiaries
- Administrated consolidation of strategic and tactical plans for Information technology, annual procurement, budgeting, Human Resources requirements planning and monitoring.
- Coordinated and managed IT Contracts development.

Other Experiences



IT Operations Consultant

Thara Crowdlending (Fintech) -

May 2025 – Present

Providing consultation on technologies supporting a certified fintech solution for crowdlending, including but not limited to, high-availability, disaster recovery, backup, monitoring and observability tools selection and implementation:

- Disaster Recovery & Backup:** Preparing governance procedures for disaster recovery and backup in addition to preparing the tools to automate the backups, failovers and recoveries.
- Code Auditing & Insight:** Reviewing critical code changes to ensure better handling of information exchange between critical systems, with proper logging and traceability.
- Compliance Consultation:** Providing guidance and implementation support for cybersecurity and regulatory compliance.



Founder & Chief Technology Officer

6 Degrees Technologies -

Jun 2007 – 2024

Established an IT Solutions Development company delivering high-quality solutions to the local market, serving more than 120 corporate and personal clients, leveraging the latest technologies to meet requirements. Below summary of achievements:

- Cloud Infrastructure Management:** Led multiple cloud infrastructure projects and teams, cloud-native/first application developments, ensuring scalability, reliability, and adherence to best practices. Implemented infrastructure as code (IaaS) practices utilizing ansible, terraform and K8s to automate the provisioning and configuration of cloud resources.
- Developer Experience (DX):** Developed procedures, templates and tools such as NPM packages, bots, webhooks and APIs to streamline development teams work activities. Ensuring teams are equipped with the latest development tools, including Agentic AI design and development and Project Management Tools.
- Teams Management:** Led project-based development and system administration teams, both direct and outsourced to deliver cloud-based solutions including educational, financial, and business management solutions.

Memberships & Certification

	<b>Member Board of Directors</b> - Association of Advancement of Cost Engineers – Arabian Gulf Sector (AACE AGS)	Jul 2021 – Present
	<b>Member</b> - World Commerce & Contracting (WorldCC), United States.	Jul 2024 – Present
	<b>Member</b> - Customer Experience Association (CXA), Saudi Arabia.	May 2023 – Present
	<b>FinOps Certified Practitioner</b> - FinOps Foundation (Linux Foundation), United States	April 2025
	<b>Certified Commercial &amp; Contracts Management Practitioner (CCMP)</b> - World Commerce & Contracting (WorldCC), United States	July 2024
	<b>Certified Operational Excellence Assessor</b> - European Foundation Quality Management (EFQM).	Nov 2014

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## **Competencies & Skills Summary**

### **Technology:**

- Cloud Platforms: GCP, Azure, Alibaba, AWS, OpenStack, VMWare, Minio, Cloudflare.
- CI/CD: K8, Docker, Helm, Git, GitHub, Actions, Argo CD.
- Cloud Management: Rancher, Longhorn, Portworx, Grafana, Vault, Terraform, Ansible.
- ERP & Procurement Systems: SAP S4/Hana, SAP Ariba, OpenText ECM, SharePoint

### **Leadership & Transformation:**

- Vendor & Stakeholder Engagement
- Change Management & Talent Development
- Quality & Excellence Programs (CIPS Procurement Excellence, ISO, EFQM)

### **Procurement Strategy & Governance:**

- Strategic Sourcing & Category Management
- Supplier Relationship Management (SRM) & Prequalification
- Procurement Policies, Procedures & Governance
- Contract Lifecycle Management (Drafting, Negotiation, Administration, Close-Outs)

### **Commercial & Financial Acumen:**

- Budgeting & Forecasting (multi-billion SAR portfolios)
- FinOps: Data-Driven & Decision Making & Spend Analytics
- KPI Design, Performance Measurement & Compliance

### **Programming Languages & Frameworks:**

- Back-end: Go, C#, Java, Python, PHP, Typescript.
- Front-end: Tailwind, React, NextJS, NuxtJs.
- Mobile: React Native, Expo, Flutter

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## **Education**



### **BS. Management Information Systems (3<sup>rd</sup> Honor Level)**

King Fahd University of Petroleum & Minerals - College of Industrial Management

Feb 2011