

# Ramy Jaber

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## PROFESSIONAL EXPERIENCE

**Intel, Remote, NJ**

*Oct 2022 - Present*

### **Cloud Solution Architect - LLMs**

- Led technical GTM integration for \$70M/3-year partnership with SeekrFlow Enterprise LLM ([seekr.com](https://seekr.com)); developed demo notebooks, authored technical sales materials, and trained sales and solutions teams, driving 7 enterprise customer engagements and two committed POVs within 3 months
- Led technical pre-sales from first meeting through technical proof-of-concept (POC), successfully migrating CUDA-based LLM pipelines to Intel Gaudi hardware while ensuring functionality, measuring performance, and implementing optimizations; achieved technical wins on 5 out of 6 completed POCs, directly contributing to ~\$8M in new business over 9 months.

### **Cloud Solution Architect - Performance Engineering (Granulate.io)**

- Drove \$3M ARR as technical account owner, advising customers on optimal infrastructure decisions across data solutions (Databricks, EMR, Spark on K8s, etc) for Digital Native and Enterprise customers, leading to average of 20% cost reduction
- Architected and implemented performance optimizations by coordinating research and engineering teams across diverse customer tech stacks, typically resulting in reducing compute footprint and cost by up to 40%

**DataRobot, Remote, NJ**

*Jul 2021 - Oct 2022*

### **Pre-sales Data Scientist**

- Led technical presales across accounts in Financial Services, Retail, and Telecom sectors in NYC region, delivering tailored demos, including a novel credit rating prediction solution for private business loans resulting in three additional POCs
- Prevented \$2M account churn by identifying and incubating new use cases across two departments, developing a novel model compliance documentation automation


**Udacity, Remote, NY**

*Feb 2019 - Apr 2021*

### **Director Solution Architects, Global Enterprise**

- Scaled Solutions Architecture team from 1 to 10 SAs while exceeding revenue targets: Y1: \$13M (1.7x quota), Y2: \$33M (1.8x quota), Y3: \$40M projected (1.1x quota)
- Led development of enterprise digital skills transformation program for Big 4 consultancy, designing curriculum and custom projects to upskill 400+ employees in data analytics; managed technical support team for program delivery
- Built and managed global SA organization supporting 40 enterprise accounts, establishing technical sales methodology and scaling processes
- Developed comprehensive onboarding program and technical enablement framework to support rapid team growth

### **Senior Solution Architect**

- First pre-sales technical resource on hyper growth Enterprise Sales team. Defined the Solution Architect role and directly supported \$13M in sales in 2019
- Expanded key account revenue by \$2.1M through executive relationship building and technical partnership with Shell Oil & Gas ()
- Evangelized content knowledge of Data Science, AI/ML, and Cloud by presenting content "deep dives" and other enablement on a monthly basis

**Appian Corporation, Reston, VA**

*Feb 2015 - Jul 2017*

### **Lead Solution Engineer - Senior Solution Engineer - Solution Engineer**

- Facilitated the growth of the team from 8 to 29 teammates over two years by developing training material, conducting interviews, and overseeing onboarding
- Led project team to analyze performance of 600 sites and developed Python scripts to ingest monitoring alerts reducing noise of hundreds of hourly emails by 85%
- Partnered with Product Development team to resolve high impact software bugs by providing analysis of performance log data with recommended actions

## EDUCATION

**Columbia University in the City of New York**

*December 2018 - New York, NY*

Masters of Science in Data Science

**Stevens Institute of Technology**

*May 2012 - Hoboken, NJ*

Bachelors of Engineering in

Engineering Management

Minor in Economics

Minor in Pure and Applied

Mathematics

## SKILLS

### **LEADERSHIP & STRATEGY**

Technical Team Management

Sales Enablement & Training

Enterprise Account Strategy

Cross-functional Collaboration

### **DATA SCIENCE / ML / GEN AI**

PyTorch

Transformers

Model performance analysis

Inference Optimization

Infrastructure Evaluation

Model deployment and monitoring

Model Serving (vLLM)

### **CLOUD ADMINISTRATION**

Spark - Databricks, EMR, Dataproc

Infrastructure - VMs, storage, serverless

Kubernetes Orchestration

### **SOLUTION ARCHITECTURE**

Product demos

Use Case identification

Success Criteria

POV execution

Product feedback

### **SALES**

MEDDPIC

Value based selling

Force Management