Soufiane Chami
Principal Solutions Engineer

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EDUCATION

- **Master of Science in Computer Science & Electrical Engineering** — United States
  University of North Dakota

- **Bachelor of Science in Applied Mathematics & Statistics** — Morocco
  École Mohammedia des Ingénieurs

PROFESSIONAL HIGHLIGHTS

- **Led deployment of sovereign AI data centers** across Europe and Middle East
- **Influenced $100M+ annual AI infrastructure spend** on sovereign AI infra
- **Built and deployed end-to-end ML and GenAI apps** for high-stakes clients in EMEA
- **Bridged engineering, product, and executive teams** across enterprise accounts
- **Published research** in applied ML, healthcare, and energy forecasting

EXPERIENCE (SELECTED)

- **Principal Engineer of Solutions Architecture** — Dubai, UAE | 2024 – Present
  SambaNova Systems
  - **AI Infrastructure & Sovereign Deployments** Leading the technical advisory and deployment of large-scale, sovereign AI inference infrastructures for CSPs, banking, telecom, and government clients across Europe and the Middle East.
  - **Cross-Functional Leadership** Driving alignment across engineering, hardware, and product teams. Built feedback loops translating enterprise insights into product roadmap improvements.
  - **Strategic Client Engagement** Acting as a trusted advisor to CIOs, CTOs, and ministers—shaping national AI infrastructure strategies and operationalizing GenAI use cases.
  - **Regional Partnerships & Ecosystem Development** Building strategic partnerships with technology providers and resellers, driving adoption and collaborating with marketing to engage open-source communities and industry events.

- **Manager – Data & AI Strategy** — London, UK | Dubai, UAE | Aug 2021 – Jul 2024
  Bain & Company
  - **Generative AI** Owned and led the development of multiple products leveraging cutting-edge GenAI frameworks, including Langchain, LlamaIndex, Knowledge Graphs, and text-to-speech, to drive innovation and client value.
  - **Advanced Analytics** Delivered strategic end-to-end analytics solutions for high-profile clients, including but not limited to fraud detection, pricing and promotion, credit risk, and marketing, utilizing state-of-the-art machine learning models.
  - **Client Engagement** Served in cases for high-profile clients, including leading banks in Germany, a payment gateway in the DACH region, Italy's largest retailer, and significant government agencies in Abu Dhabi and Saudi Arabia.
  - **Training and Enablement** Conducted workshops and events focused on AI and advanced analytics, upskilling clients and internal stakeholders on the latest technologies and methodologies.

- **Data Scientist** — Dubai, UAE | Sep 2020 – Aug 2021
  The Sultan Center
  - **Dynamic Pricing Strategy** Collaborated with the group COO and CCO to develop a dynamic pricing system, enhancing business profitability and sustaining market leadership ahead of competitors like Carrefour.
  - **Predictive Modeling** Developed and deployed over 50 predictive models to forecast demand with 70-80% accuracy, and created a user-friendly tool for model monitoring, pricing surveys, and other pricing analytics.
  - **A/B Testing and Experimentation** Designed and implemented a robust A/B testing process to evaluate promotional campaign performance during rollout, providing insights into customer buying habits and trends.
  - **Data Visualization and Insights** Built a comprehensive admin dashboard using Python, with 15+ ETL processes and 5 distinct views, to enable smart price adjustments and data-driven decision-making. The solution involved writing over 4,000 lines of code.

- **Data Scientist – Advisory** — Dubai, UAE | 2017 – 2022
  RemitNow
  - **AI Roadmap** Worked closely with the founder to design and execute the company's AI roadmap for its cross-border payments platform, implementing AI-driven solutions for fraud detection, KYC automation, and compliance using advanced ML models.

- **Research Scientist** — United States | Aug 2018 – Aug 2020
  University of North Dakota
  - **Predictive Survival Analysis** Developed ML models for early detection of sepsis (6 hours ahead of physicians), presenting research at Computing in Cardiology 2019 in Singapore.
  - **Smart Grid Energy Forecasting** Built an ML solution to predict building energy consumption patterns using deep learning models.

- **Junior Data Scientist** — Casablanca, Morocco | Dec 2017 – Aug 2018
  BMCE Bank of Africa Group (SALAFIN)
  - **Credit Risk Modeling** Built and deployed credit risk and credit loss models, reducing loan defaults by $1M within the pilot phase. Successfully integrated models into production decision systems and trained credit teams on adopting the AI solution developed.

PUBLICATIONS & RECOGNITION

- **Fulbright Scholar** U.S. Department of State
- **Google Grant - Sepsis Research** San Francisco, USA, 2019
- **NSF Student Award for IEOM Society** Toronto, Canada, 2019
- **Graduate Student Award - Excellence in Entrepreneurship** Johannesburg, South Africa, 2015
- **"Early Prediction of Sepsis using Machine Learning"** Computing in Cardiology (CinC 2019, Singapore)
- **"Deep Energy Retrofit Forecasting"** IEEE Energy Systems Conference

TECHNICAL EXPERTISE

- **AI Infrastructure** SambaNova RDU Systems (SN40L/FSR), NVIDIA H100/H200, Groq LPU, Cerebras Wafers.
- **AI/ML** LLM Optimization, LangChain, LlamaIndex, RAG Systems, Model Serving
- **Programming** Python, FastAPI, CUDA, PyTorch
- **Cloud & DevOps** Docker, Kubernetes, MLOps
- **Analytics & Visualization** PowerBI, Plotly, Tableau