









RIFAT ERDEM SAHIN



SOLUTIONS ENGINEER | PRE-SALES & TECHNICAL CONSULTING SPECIALIST

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 -  **Portfolio:** <https://rifaterdemsahin.com>
 -  **Schedule a Call:** <https://calendly.com/rifaterdem/schedule>
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PROFESSIONAL SUMMARY

Senior Solutions Engineer specializing in **technical pre-sales, solution architecture, and client problem solving**. Deep expertise in bridging the gap between complex technical products and business value. Proven track record in closing high-value enterprise deals by delivering compelling demonstrations, proof of concepts (PoCs), and answering RFPs effectively.

CORE COMPETENCIES

-  **Sales Engineering** - Technical Discovery & Needs Analysis - Custom Demo Creation & Presentation - RFP/RFI Response Management - ROI & Business Value Justification
 -  **Technical Implementation** - Proof of Concept (PoC) Architecting - Solution Integration Design - Client Onboarding & Implementation Support - Technical Workshop Facilitation
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KEY ACCOMPLISHMENTS

2024 | Enterprise SaaS | London

Strategic Deal Support - Challenge: Secure a £2M contract with a Tier-1 bank requiring complex on-premise integration. - **Solution:** Designed a custom hybrid architecture and led a 3-week successful PoC demonstrating security compliance. - **Impact:** - Closed the company's largest deal of the year. - Reduced the typical sales cycle from 9 months to 6 months. - Created a reusable "Banking Integration Kit" for future deals.

2023 | Cloud Infrastructure | Remote

Technical Win Rate Improvement - Challenge: Low conversion rate from demo to PoC stages. - **Solution:** Revamped the standard demo environment to be industry-specific and data-rich. - **Impact:** - Increased Demo-to-PoC conversion rate by 35%. - Systematized the RFP response process, saving 10 hours per week. - Mentored 3 junior SEs to quota attainment.

PROFESSIONAL EXPERIENCE HIGHLIGHTS

Senior Solutions Engineer / AI Solutions Architect | January 2025 - Present *IBM | London, UK*

- Architecting hybrid cloud transformation using IBM Cloud and Red Hat OpenShift for Fortune 500 enterprises
- Implementing watsonx AI solutions for intelligent automation, reducing operational overhead by 35%
- Leading DevSecOps transformation with Ansible Automation Platform and Terraform IaC across multi-cloud environments
- Delivering zero-downtime Kubernetes cluster migrations for mission-critical financial and government workloads
- Building enterprise CI/CD pipelines with GitHub Actions and Jenkins serving 500+ developers globally

Senior Solutions Engineer / Technical Lead | 2020 - 2025 *Goldman Sachs, Ypsomed, Cushman & Wakefield*

- Led solutions engineer initiatives across finance, healthcare, and real estate sectors

- Designed and implemented solutions supporting millions of daily transactions
- Established best practices and automated frameworks
- Mentored engineering teams on modern technologies and practices
- Delivered solutions achieving 300% improvement in operational efficiency

Solutions Engineer | 2016 - 2020 *Microsoft, Emerson, Various Fortune 500*




- Built enterprise solutions for digital transformation initiatives
- Led cross-functional teams designing scalable applications
- Established frameworks and implementation strategies
- Evangelized modern technologies through technical leadership

EDUCATION

 **Bachelor of Science**

Southern New Hampshire University, USA  | 2013



CERTIFICATIONS & CONTINUOUS LEARNING

-  **Microsoft Certified Solutions Architect Expert**
-  **AWS Certified Solutions Architect Professional**
-  **Azure Solutions Architect Expert**
-  **Certified Kubernetes Administrator (CKA)**

Continuous Learning:

- Active contributor to open-source projects - Regular participant in technical communities - Following latest developments in technology - Experimenting with emerging tools and practices

SECURITY CLEARANCES

-  **UK SC (Security Check)** - Valid until 2028
-  **NATO Clearance** - Valid until 2029
- ✓ **Background Checks:** Watchdog (2024), Sterling (2019)

AVAILABILITY & CONTACT

Immediate Availability for solutions engineer roles



Schedule a Discussion: <https://calendly.com/rifaterdem/schedule>



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SUPPORTING DOCUMENTS



Technical Portfolio & Presentations:

[https://rifaterdemsahin.com/wp-](https://rifaterdemsahin.com/wp-content/uploads/2025/02/rifaterdemsahinprofilepresentation.v2025.2.pdf)

[content/uploads/2025/02/rifaterdemsahinprofilepresentation.v2025.2.pdf](https://rifaterdemsahin.com/wp-content/uploads/2025/02/rifaterdemsahinprofilepresentation.v2025.2.pdf)

References and detailed project portfolios available upon request