

ROLE PROFILE



Position Title: Assistant Director AI Solution Architect

Reporting to: Senior Director Business Solutions

Business Unit: Business

Division: Business Solutions

Department: Professional Services

A. ROLE & CONTEXT

Purpose:

The Assistant Director – AI Solution Architect plays a dual role as both a technical leader and a strategic business enabler, responsible for driving adoption of AI infrastructure solutions across Ooredoo Qatar's enterprise and government clients. This position combines deep technical expertise with business development acumen to support revenue growth through the sale and implementation of GPU-accelerated, AI-powered architectures.

This role involves close collaboration with internal business development teams and external technology vendors (e.g., NVIDIA, Microsoft, Red Hat) to design secure, scalable, and high-performance infrastructure supporting AI/ML, HPC, and data analytics workloads. The individual will help Ooredoo position itself as a leading digital transformation partner, particularly in verticals like healthcare, energy, public services, and financial sectors.

Functional Context:

Sitting within the Business Solutions division, the Professional Services department leads the acquisition and delivery of complex technology projects. This role contributes directly to Ooredoo's strategic AI portfolio by aligning AI solution design with customer use cases and business objectives, while proactively identifying new opportunities across the market. The Assistant Director serves as a bridge between technical delivery and commercial success.

B. ROLE ACCOUNTABILITIES

Key Responsibilities:

- Work closely with Business Development and Sales teams to identify AI-related opportunities across key enterprise verticals.
- Lead client-facing discussions to understand business challenges and translate them into AI-powered infrastructure proposals.
- Own the technical sales process for AI infrastructure, including presentations, solution design, pricing input, and commercial alignment.
- Build and maintain strong relationships with senior client stakeholders (CIOs, CTOs, IT leaders).
- Design secure, scalable GPU-based architectures for AI/ML and HPC workloads across hybrid and multicloud environments.
- Convert strategic customer use cases into high-level architecture blueprints using NVIDIA, Kubernetes, Red Hat, and Azure ML.
- Optimize solutions for performance, compliance, security, and interoperability with existing environments.
- Collaborate with ecosystem partners (NVIDIA, Microsoft, Red Hat, Huawei) to integrate Ooredoo's infrastructure and co-develop market strategies.
- Represent Ooredoo in partner-led briefings, product roadmap discussions, and innovation forums.
- Oversight the development of solution responses including SoWs, RFX responses, and pricing models.
- Ensure all technical submissions support commercial goals and client success.
- Work closely with Product teams to ensure Ooredoo AI offerings align with market needs and customer expectations.
- Conduct executive-level workshops, PoCs, and onboarding sessions to drive AI platform adoption.
- Guide the development of vertical-specific use cases and reference architectures tailored to Qatar's regulated sectors.
- Promote the adoption of DevSecOps, containerization, and platform services for scalable deployment.

C. SCOPE & INTERACTIONS

Direct Revenue responsibility : Yes
Direct Budget Responsibility : No
Direct People Management Responsibility : Yes

Primary Interactions (Internal / External)

Internal Relationships:
Business Development, Product Managers, Delivery Teams, AI/Cloud Architects, Marketing, Bid Office, Customer Success Manager, GRC officer, AI SMEs, Backend AI Technology team.

External Relationships:
Customers, vendors, partners.

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D. KEY PERFORMANCE INDICATORS (KPI)

(To measure and monitor the performance of the role in the context of the Section/Department's activities)

1. Number of AI solution-led business opportunities influenced or converted.
2. AI platform adoption rate across new enterprise clients.
3. Technical sales engagement success (proposal win rate, revenue contribution).
4. Volume of custom AI use cases developed in key sectors.
5. Client satisfaction on delivered AI architecture engagements.

E. EXPERIENCE, QUALIFICATIONS & SKILLS

Minimum Experience, Essential Knowledge & Skills

Technical Expertise:

- Minimum 12 years experience.
- 10+ years in technical consulting, solution architecture, or infrastructure engineering.
- 3+ years in AI/ML project delivery or AI infrastructure design.
- Experience in hybrid cloud, data center, and GPU computing architectures.
- Deep understanding of enterprise IT environments and compliance frameworks (e.g., Q-CERT, CRA).
- Strong business acumen and ability to influence technology decisions across non-technical stakeholders
- Proficiency in AI/ML workflows and APIs (OpenAI, Azure AI, Hugging Face).
- Deep knowledge of networking (including InfiniBand) and security architectures in enterprise/cloud contexts.

Professional Experience:

- Experience working in or with telecom, government, or regulated industries.
- Familiarity with Qatari and regional ICT compliance standards (e.g., CRA, Q-CERT).

Excellent Analytical and Problem-Solving Skills:

Ability to identify the customer requirements and convert them into a new potential AI use case or identify an existing use case, thereby helping Customer to build the AI solution

Strong Communication and Interpersonal Skills

Ability to collaborate effectively with various Customers and internal stakeholders and communicate complex Solutions and AI use cases clearly

Minimum Entry Qualifications

- A bachelor's degree in IT, Computer Science, or Engineering.

Preferred Qualifications (if any)

- Enterprise architecture certification
- NCP Solution Architect certifications
- AI/ML-related certifications (e.g., TensorFlow, Azure AI Engineer, NVIDIA Deep Learning Institute)