

ROLE PROFILE



Position Title: Senior Manager Enterprise AI Solutions

Reporting to: Assistant Director AI solution Architect

Business Unit: Business

Division: Business Solutions

Department: Professional Services

A. ROLE & CONTEXT

Purpose:

The Senior Manager – Enterprise AI Solutions is a senior, customer-facing role that plays a pivotal part in driving Ooredoo Qatar's AI monetization strategy through the design and promotion of tailored AI solutions for enterprise and government clients. The role is central to advancing Qatar's national digital transformation goals by delivering innovative, scalable, and sector-specific AI use cases that unlock tangible business value.

Reporting to the Assistant Director – AI Solution Architecture, the Senior Manager acts as the technical anchor across the AI solutions lifecycle — from use case ideation and value articulation to architecture design, proposal development, and implementation handover. This role collaborates closely with AI solution architects, sales, and delivery functions to ensure every AI solution is market-relevant, commercially viable, and operationally sustainable.

With a strong focus on revenue generation, commercial impact, and use case monetization, the Senior Manager is expected to identify and shape high-potential AI opportunities that solve real customer problems while creating recurring value streams for Ooredoo. The role requires deep AI domain expertise, strong business acumen, and the ability to align technical possibilities with client-specific objectives.

Functional context

The Professional Services department is central to the newly established Business Solutions division, leading customer engagement throughout the entire lifecycle— from initial opportunities through delivery and beyond. With deep technical and consultative expertise, the team excels in designing optimal solutions that leverage OQ's offerings alongside those of partner providers. The primary objective is to enhance OQ's engagement with its large enterprise customer base, positioning the company as a trusted partner in driving digital transformation initiatives.

The team integrates secure connectivity, network and cloud services, managed services, and IT solutions to enhance OQ's share of wallet and visibility in larger market deals. By moving beyond standard offerings into customized services, the Professional Services team supports Business Accounts, enhancing their technical expertise and capability to manage complex acquisitions and deliveries. This ensures clients' needs are met and remain the primary focus of the sales team.

B. ROLE ACCOUNTABILITIES

Key responsibilities

- Identify and validate high-impact AI use cases across key sectors such as telecom, healthcare, utilities, government, and smart cities.
- Collaborate with clients, sales teams, product managers and solution architects to co-create tailored AI solutions that address sector-specific pain points.
- Translate business challenges into solution-ready use cases aligned with Ooredoo's AI infrastructure, platforms, and services.
- Maintain a living repository of vertical-specific AI use cases, business cases, and implementation blueprints.
- Lead technical discovery sessions with enterprise clients to understand AI readiness, data maturity, and operational context.
- Support sales during RFP/RFI responses with tailored technical content, use case mappings, and solution narratives.
- Develop and deliver solution presentations, demonstrations, and PoCs to illustrate the value of Ooredoo's AI capabilities.
- Act as a technical bridge between sales, solution architects, and delivery teams during the proposal and handover phases.
- Ensure all AI use cases are tightly coupled with Ooredoo's offerings, including:
 - GPU-accelerated compute for ML/DL workloads
 - MLOps platforms and managed AI services
 - Generative AI and LLM services hosted on Ooredoo's infrastructure
- Provide feedback to product and solution teams to shape future offerings based on market demand and client feedback.
- Contribute to the commercialization strategy by creating solution collateral (e.g., pitch decks, brochures, ROI calculators).
- Track pipeline activity and conversion metrics for AI-led opportunities.
- Monitor AI trends (e.g., GenAI, multimodal AI, AI agents) and evaluate their practical fit for enterprise clients.

C. SCOPE & INTERACTIONS

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

Primary Interactions (Internal / External)

Internal Relationships:
Business Development Team, Solution Architects, Product Managers, Delivery Engineers, Compliance Teams

ROLE PROFILE



External Relationships:
Customer CISOs, IT Security Managers, Data Scientists,
Cloud Architects, Regulators (as needed).

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 and quality of validated AI use cases developed and monetized
2. Contribution to AI-related revenue and win rates in enterprise/Gov segments
3. Pre-sales conversion and customer satisfaction metrics
4. Successful reuse of developed use cases and assets
5. Contribution to new offering development and GTM enablement

E. EXPERIENCE, QUALIFICATIONS & SKILLS

Minimum Experience, Essential Knowledge & Skills

Technical Expertise:

- Minimum 10 years' of experience with at least 7 years in technical pre-sales, AI consulting, or solution engineering.
- Proven experience in developing and monetizing AI use cases within a B2B or government context.
- Strong familiarity with AI/ML frameworks (e.g., TensorFlow, PyTorch), cloud platforms (Azure, AWS, GCP), and MLOps tools.

Professional Experience:

- Experience with public sector and regulated environments is highly desirable.
- 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

- Bachelor's or Master's degree in Artificial Intelligence, Computer Science, Data Science, or related field.

Preferred Qualifications (if any)

- AI/ML cloud certifications (e.g., Azure AI Engineer, AWS Certified Machine Learning)
- TOGAF, ITIL, or other architecture/delivery methodologies