

Amin Abou-Gallala

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RELEVANT EXPERIENCE

IBM

Pre-Sales Solutions Engineer, Data & AI – North America

January 2025 - Present

- Spearheaded technical strategy and Proof of Value execution for complex, high-stakes deals across the Americas, closing 3 large deals quarterly and helping drive 41% year-over-year revenue growth for IBM Data Fabric's \$30M book of business.
- Accelerated opportunity identification and deal progression at scale by leading monthly enablement programs for 150+ technical sellers and partners, helping generate \$80M in pipeline and improving attendee skills by 60% (via reporting/surveys).
- Influenced product strategy and roadmap prioritization by delivering field-sourced competitive intelligence and insights from 100+ engagements to product teams, contributing to a 15% increase in deal closure rates through product improvements.
- Developed 12+ reusable assets - labs, demo assets, and blogs - adopted globally, leading to recognition as one of the 'go-to experts' for Data & AI technical enablement within the Americas region (e.g. [Gen AI demo asset](#) featured in client workshops).
- Focus areas include Data Lakehouse, Data Pipelines, Data Warehousing, Data Observability, and Unstructured Data Integration

Pre-Sales Solutions Engineer, Data & AI – Rockies Region

January 2023 – January 2025

- Led the technical sales strategy for IBM's Data & AI product suite for the Rockies region; exceeded sales quota by 20+% and closed 7 deals with an average contract value of \$300K through successful execution of demos, proposals, and PoC's.
- Uncovered critical pain points for 4 Fortune 500 companies through in-depth data architecture reviews and discovery sessions, leading to the successful development and delivery of tailored product presentations and demos.
- Shaped the technical responses and solution architecture for 7+ strategic RFP opportunities, aligning proposed solutions with client objectives and presenting a compelling business case that drove deal velocity.
- Delivered comprehensive technical support and training to clients, empowering technical users and key stakeholders to fully leverage data and AI capabilities, resulting in a 103.5% software renewal rate across the territory.
- Focus areas include Databases, Data Fabric, Data Governance, Data Science, AI Governance, and Agentic AI

Micro Center

Computer Systems Sales Consultant

August 2019 – December 2022

- Delivered \$350K+ in computer systems, software, and services revenue quarterly, ranking among top performers by aligning client needs with high-performance computing and software solutions.
- Championed solution selling, outperforming service plan and attach targets with \$20K+ in coverage plan sales (5% attach rate), 13% software attach rate, and \$20+ GM/unit, demonstrating value-based selling.
- Achieved a 90.2 Net Promoter Score with 100+ surveys - placing in the top 87th percentile chain-wide for customer satisfaction.

SKILLS

Certifications: Open Group Certified Master Technical Specialist, IBM Certified Technical Advocate - Cloud

IBM Tools: Cloud Pak for Data, watsonx.data, watsonx.governance, MANTA, DataStage, StreamSets, Databand, Astronomer,

Cloud-Native Platforms: IBM Cloud, AWS (S3, EC2, EKS), Red Hat OpenShift Container Platform, RHEL, Docker, Kubernetes

Languages & Frameworks: Bash scripting, Python, SQL, dbt, Apache Spark, Apache Airflow, Milvus, REST APIs, ETL/ELT

EDUCATION

College of Technology, University of Houston

December 2022

Bachelor of Science in Computer Engineering Technology

Technology Leadership and Innovation Management Minor

Cumulative GPA: 3.86/4.0

LEADERSHIP AND ORGANIZATIONS

EMERGE Fellowship - SQUADS Leader

July 2020 – July 2022

Mentored 20 first-generation college students in healthy academic practices, seeking internships, and accessing campus resources.

Harris Health System – Junior IT Volunteer

June 2015 – August 2018

This program introduced me to a robust IT environment, teaching me critical skills for project management and server administration.