

# SOHAIL RAMZAN ALI

Technical Program Manager for AWS Cloud & AI | AWS Solution Architect | PMP | CSM

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## SUMMARY

Experienced AWS Technical Program Manager and Technology Leader with over two decades of expertise in spearheading large-scale IT projects, including AWS Cloud, AI-driven solutions, and Oracle ERP implementations. As a proven innovator, I have successfully built and led global IT teams across Canada, UAE, UK, Hong Kong, and Pakistan, delivering complex solutions for diverse industries such as Aviation, Alumni Engagement, Utilities, Direct Selling, and Retail.

Recently, I have led the development and operationalization of AI-based solutions using Amazon Bedrock and Large Language Models (LLMs) such as Claude and Cohere, deepening my specialization in cutting-edge AI technology. My ability to design and implement advanced AWS Cloud architectures and serverless solutions ensures that I consistently deliver resilient, scalable applications. I am skilled in Lift & Shift cloud strategies, full-stack development, and Business Intelligence/Data Warehousing solutions.

I excel in managing every aspect of the project life cycle, from budgeting and resource planning to risk management, execution, and reporting. Furthermore, I have overseen portfolios with budgets ranging from \$1M to \$5M, utilizing Agile, Scrum, and PMI methodologies to drive success in complex environments. I have also established and optimized Agile/DevOps practices, building multiple Agile teams and CD/CI pipelines that support bi-weekly releases and operational excellence.

As a Project Manager, I have led ten Oracle ERP implementations (covering Financials, Supply Chain, HR, Payroll, and Business Intelligence) for prominent clients, including operationalizing aeronautical billing solutions across forty airports in Pakistan. My strategic leadership, combined with technical depth, ensures that I deliver solutions that are not only innovative but also aligned with business goals.

A sought-after public speaker and presenter, I have shared insights at industry events in China, the UK, the USA, Germany, Brazil, and more.

## KEY ACHIEVEMENTS

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|  <b>AWS Cloud Project Management</b><br>Led 10+ Cloud projects with combined budgets up to \$5M.                       |  <b>AI-driven Engagement Innovation</b><br>Increased user engagement by 35% through new AI features.             |
|  <b>High Availability Solutions</b><br>Achieved 99.95% system uptime with AWS solutions.                               |  <b>MLM Payout Error Reduction</b><br>Reduced \$60M weekly payout errors to less than 1%.                        |
|  <b>Cost Efficiency Leader</b><br>Spearheaded a \$5M project reducing costs by 20% with effective resource allocation. |  <b>ERP Implementation Expert</b><br>Led 10+ Oracle ERP implementations improving operational efficiency by 25%. |

## CORE COMPETENCIES

-  **AWS Cloud Projects, AI-based solutions & Large-Scale Cloud Project Execution**
-  **PMI & Agile Methodologies with Global Team Management**
-  **ERP Implementation Projects**

## CERTIFICATIONS

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| <b>AWS Certified Solution Architect Associate</b><br>Amazon Web Services (AWS) | <b>AWS Certified Cloud Practitioner</b><br>Amazon Web Services (AWS) |
| <b>Project Management Professional (PMP)®</b><br>Project Management Institute  | <b>Certified Scrum Master (CSM)</b><br>Scrum Alliance                |
| <b>PRINCE2 Practitioner</b><br>APMG International                              | <b>ITIL Foundation Level</b><br>APMG International                   |

## EDUCATION

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### Master of Business Administration (MBA), Management Information Systems

Hamdard University

📅 01/2000 - 12/2003

## EXPERIENCE

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### Technical Program Manager

Profound Impact Corporation

📅 12/2019 - Present 📍 Toronto, Canada Area

As the core solution architect and technical program manager for this dynamic startup, I am spearheading the entire product development lifecycle - from initial concept to operational deployment. I have designed comprehensive AWS solution architectures and leading cross-functional teams of software developers in Canada and offshore to implement innovative research management and social engagement platforms.

In this role, I am responsible for the end-to-end technical vision and execution, including solution design, team hiring and leadership, strategic planning, financial oversight, stakeholder communication, risk management, and operational implementation. I am driving the company's technical strategy from the ground up to deliver fully functional, market-ready products.

#### PROJECTS

- **Research Impact AI:** Led the development of Research Impact AI, an innovative AI-driven grant-matching platform utilizing advanced Large Language Models (LLMs) through Amazon Bedrock. Architected a scalable, cost-efficient AWS serverless infrastructure that manages multiple AI models and high-performance matching processes. Integrated Claude Sonnet and Cohere LLMs to create an intelligent, context-aware grant matching engine, significantly enhancing the relevance and quality of researcher-grant connections. This project showcases expertise in AI application, cloud architecture, and the ability to leverage cutting-edge technologies to solve complex problems in research funding.
- **Community Impact:** Spearheaded the development of a cutting-edge social engagement platform for universities, alumni, and faculty, revolutionizing how these communities interact and measure their global impact. Leveraging a comprehensive serverless AWS infrastructure, including Lambda, API Gateway, S3, Cognito, DynamoDB, and Neptune DB, the platform was optimized for technically oriented users. A key innovation was the integration of a specialized Graph NoSQL database within the serverless framework, enabling complex relationship mapping and exploration. The project culminated in the implementation of advanced visualization tools and impact measurement features, providing unique insights into institutional and community contributions. This initiative demonstrates expertise in cloud architecture, database design, and the ability to create transformative digital solutions for specific user communities.
- **Technologies:** AWS (Lambda, API Gateway, S3, Cognito, DynamoDB, Neptune DB, Bedrock), Node.js, Angular, Serverless Architecture, Graph Databases, NoSQL, Large Language Models (Claude Sonnet, Cohere), AI-driven Matching Algorithms, Data Visualization, Social Network Analysis.

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### Program Manager

Humanitas Meritus

📅 09/2012 - 12/2019 📍 Dubai, United Arab Emirates

I was charged with steering the technological roadmap and cross-functional project delivery across six diverse markets - Canada, the UK, Hong Kong, Dubai, Pakistan, and India. In this pivotal role, I was responsible for shaping the end-to-end technical vision and driving its seamless execution, from conceptualization to deployment of innovative solutions. This involved comprehensive solution architecture design, leading talented software development teams, strategic planning, Budgeting, stakeholder alignment, risk mitigation, and ensuring operational readiness for this dynamic direct-selling company with a global footprint.

#### PROJECTS:

- **Enterprise Transformation:** Spearheaded the "Lift and Shift" of the entire IT infrastructure to the AWS cloud, implementing auto-scaling, ELB, custom VPCs, and multi-AZ RDBMS to achieve high availability, fault tolerance, and always-on capabilities. Led the development and operationalization of the company's website (www.learnearnown.com) and mobile app (LEO Smart) to sell e-products globally, integrating comprehensive features like product management, order fulfillment, credit card payment solutions, CMS, and an MLM module that managed over \$60M in weekly commission payouts.
- **Compliance and Regulations:** Designed and implemented robust KYC software modules using JUMIO and custom AWS S3-based applications to capture and verify customer information, ensuring full GDPR compliance with proper encryption and security measures.
- **Technologies:** AWS (EC2, VPC, S3, DynamoDB, Lambda, API Gateway), .NET, SQL Server, Angular, DevOps, Cryptocurrency, KYC/AML, GDPR, Compliance, Payment Gateways (Moneris, PaySafe, PayPal, Neteller)

# EXPERIENCE

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## Project Manager

### Jaffer Brothers (Pvt) Limited

📅 03/2007 - 08/2012 📍 Karachi

As an ERP Project Manager at Jaffer Brothers, a reputable IT company in Pakistan, I was entrusted with planning and implementing several large-scale ERP implementation and process re-engineering projects. I defined a customized blend of PMI methodology and Oracle's AIM (Application Implementation Methodology) to provide the best-fit process for the unique needs of each implementation.

My responsibilities spanned the entire project lifecycle - from proposal development, contract negotiation, and scope planning, to configuration, deployment, user acceptance testing, training, go-live, and post-live support.

I utilized Earned Value Management techniques to closely monitor and control project costs and profitability.

In this role, I also closely collaborated with the pre-sales team, providing technical expertise to submit winning tender responses, present product demos, and finalize project proposals that delivered the optimal solutions for clients.

#### PROJECTS:

- **Civil Aviation Authority (CAA) of Pakistan:** I successfully led the \$1.6M, 2-year turnkey project to implement and operationalize Oracle ERP E-Business Suite Financials, Supply Chain, Aeronautical and Non-Aeronautical billing modules across forty airports and the CAA headquarters. This included integrating with Gentrack's Airport 2020 billing solution and implementing a state-of-the-art HP/Cisco data center with a disaster recovery site. I managed multiple teams of over 100 implementation consultants, 100+ power users, and thousands of end-users nationwide.
- **Lahore Electric Supply Corporation (LESCO):** I led the implementation of Oracle ERP E-Business Suite with Financials, Inventory and Human Resource modules for this sole electricity provider in Lahore. This included integrating with the external billing system for 3.5 million customers and HR/Payroll systems.
- **USAID Power Distribution Program:** As a Project Manager, I led a team of 10 ERP consultants to develop "AS-IS & TO-BE" process documents for power distribution companies in Pakistan. This USAID-funded program aimed to improve performance, reduce line losses, and enhance revenue and customer service through the introduction of new technology and improved work practices.

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## Software Development Manager

### Global Education And Marketing Software

📅 10/2001 - 02/2007 📍 Karachi, Pakistan

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## Software Engineer

### Crescent Software Products (Private) Limited

📅 11/1998 - 09/2001 📍 Karachi, Pakistan