

# Ali Ottoman

## Generative AI Solutions Engineer (Presales) | Oracle Cloud Infrastructure

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### PROFESSIONAL SUMMARY

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Presales Solutions Engineer with 3 years of experience delivering enterprise and government AI on Oracle Cloud Infrastructure across UAE, Saudi Arabia, and EMEA. Specialises in Generative AI agent design, Retrieval-Augmented Generation (RAG) pipelines, and multimodal AI from proof-of-concept to production. \$32.9M pipeline influenced, \$10.1M closed-won across 90+ customer engagements in 14 countries. First Class Honours BSc Artificial Intelligence and Computer Science, University of Birmingham.

### CORE SKILLS

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**AI and Machine Learning:** Generative AI, Large Language Models (LLMs), Retrieval-Augmented Generation (RAG), Agentic AI Systems, Multimodal AI, Natural Language Processing (NLP), Machine Learning, Neural Networks, Prompt Engineering, AI Solution Architecture

**Cloud Platforms:** Oracle Cloud Infrastructure (OCI), OCI Generative AI Service, Dedicated AI Clusters (DAC), GPU Infrastructure, Document Understanding, Object Storage, Autonomous Database

**Programming Languages:** Python, JavaScript, TypeScript, SQL, Java, HTML, CSS

**Frameworks and Tools:** React, Next.js, Node.js, Django, Docker, Git, LangChain, OpenAI SDK, Qdrant, Cohere Embed

**Presales and Business:** Technical Presales, Solution Architecture, Proof-of-Concept Development, Demo Engineering, Competitive Intelligence, Customer Discovery, Enterprise Deal Cycles, Government Account Management

### PROFESSIONAL EXPERIENCE

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#### Generative AI Solutions Engineer, Presales

Oracle | Dubai, UAE (EMEA Region) | October 2023 – Present

- **Lead technical presales for OCI Generative AI** across UAE, Saudi Arabia, and UK government and enterprise accounts: GDRFA Dubai, Emaratech, Emirates Health Services, Miral, Dubai Chamber, STC Bahrain, ADNOC, and ministries of Tourism and Interior.
- **Generated \$32.9M in pipeline influence and \$10.1M in closed-won revenue** across 90+ customer engagements in 14 countries; top performer in the EMEA Generative AI specialist cohort.
- **Designed and delivered 15+ production-grade demos and proofs-of-concept** including a Legal Due Diligence Agent on OCI Responses API (multi-step tool use, Zero Data Retention compliant), multimodal RAG systems, and a retail product image generation app.
- **Architected the Simvia multimodal RAG system** for Code\_Aster engineering documentation using Cohere Embed v4, Meta Llama 4 Maverick, and Qdrant on Oracle Autonomous Database; Solution Design Document accepted by customer.
- **Authored competitive intelligence** comparing OCI Generative AI against AWS Bedrock, Azure OpenAI Service, and Google Cloud Vertex AI; used by EMEA field teams in active deal cycles.
- **Published an Oracle reference architecture** on Generative AI document lifecycle; built an EMEA Dedicated AI Cluster sizing calculator adopted across the regional presales team.
- **Promotion case to IC3 (Senior Solutions Engineer)** submitted February 2026 with skip-level advocacy and top performance calibration.

#### Business Support Analyst, promoted to Project Lead (Onboarder)

Odoo | Dubai, UAE | July 2022 – September 2023

- **Achieved the highest case volume and highest average case complexity** in Dubai office history within 6 months: 227 cases, 27% above the previous all-time record, ~2% of global volume across 500+ analysts.
- **Promoted to Project Lead within 6 months**; led end-to-end ERP onboarding projects for enterprise clients.
- **Built a Python and TF-IDF machine learning tool** to surface similar historical cases, reducing average resolution time by 40%; as Functional Services Intern, co-developed an AI employee performance system (+60% accuracy and coverage).

#### Software Engineering Intern

Celfocus | Lisbon, Portugal | December 2021 – July 2022

- Contributed to development, testing, and launch of the Vodafone Qatar customer website, supporting a downstream revenue impact of QAR 210M+; participated in project lead code reviews.

## SELECTED PROJECTS

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**Legal Due Diligence Agent.** *OCI Responses API, Meta Llama 4, Tool Use, Zero Data Retention.* Multi-step agentic application ingesting legal documents, routing structured tool calls, and surfacing risk summaries; canonical reference architecture for OCI enterprise agent deployments.

**Simvia Multimodal RAG (Code\_Aster Documentation).** *Cohere Embed v4, Meta Llama 4 Maverick, Qdrant, Oracle Autonomous Database.* Multimodal RAG pipeline with native image and text embeddings, hybrid retrieval, and governed generation for engineering documentation.

**EMEA Dedicated AI Cluster Sizing Calculator.** *React, Oracle Cloud Infrastructure Pricing API.* Interactive GPU and DAC sizing tool adopted by EMEA presales teams, used live in customer sizing conversations.

**Prior Building for Hypothesis Testing using Conditional Sampling (Dissertation).** *Python, Recursive Feature Elimination with Cross-Validation (RFECV).* First Class Honours research. Novel conditional-sampling approach using RFECV; demonstrated measurable gains in inference robustness.

## EDUCATION

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**BSc Artificial Intelligence and Computer Science** | 2020 – 2023

*University of Birmingham, United Kingdom*

**First Class Honours.** Specialisations in Machine Learning, Neural Computation, Intelligent Data Analysis, and Human-Computer Interaction.

## CERTIFICATIONS

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**Oracle Cloud Infrastructure 2025 Certified AI Foundations Associate** | Oracle | April 2025 – April 2027

**Oracle Cloud Infrastructure 2024 Generative AI Certified Professional** | Oracle | October 2024 – October 2026

**Oracle Cloud Infrastructure 2024 Digital Assistant Certified Professional** | Oracle | November 2024

**Oracle Cloud Infrastructure 2024 Certified Foundations Associate** | Oracle | October 2024 – October 2026

**Google Data Analyst Professional Certificate** | Google | 2023

## LANGUAGES

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**English (Native)** | **Arabic (Native)**