

Ahmad Abdel-Rahman

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SUMMARY

Solutions Engineer with 3+ years across enterprise data engineering and technical pre-sales, built on 5 years of customer-facing technical experience at the USPTO. Hands-on depth in cloud data infrastructure (GCP, Databricks, Apache Airflow, Azure Data Factory) with a track record of live demonstrations, winning proof-of-concept engagements, and translating complex architectures into business outcomes for C-suite and technical audiences. GCP Professional Data Engineer and Databricks Associate certified.

EXPERIENCE

CVS Health — *Data Engineer*

Sep 2024 – Present

- Led enterprise-scale data platform migration (on-prem Teradata to GCP), serving as primary technical lead - coordinating across 8 business units to define requirements, manage technical risk, sequence migrations, and deliver a 20% runtime reduction with zero data loss.
- Partnered with senior business leadership to translate high-level requirements into production-grade data products supporting predictive modeling, AI-driven analytics (Vertex AI), and executive dashboards used by C-suite stakeholders across the organization.
- Designed and automated ETL/ELT workflows using Apache Airflow and Informatica, orchestrating large-scale enterprise data movement and improving pipeline throughput by 30% across production systems.
- Established data quality and governance controls across enterprise production pipelines, ensuring regulatory compliance, auditability, and trusted data delivery across all downstream consumers.

Findur — *Sales Engineer*

Jul 2023 – Aug 2024

- Owned the technical pre-sales cycle end-to-end: led structured discovery calls, architected tailored solutions for enterprise prospects, delivered live product demonstrations to C-suite and technical audiences - contributing to 15% annual revenue growth.
- Led proof-of-concept engagements with enterprise prospects, designing solution architectures and technical proposals that differentiated the product and advanced opportunities through the sales funnel to close.
- Developed Python data pipelines enabling targeted marketing campaign strategy through user behavior analytics, driving a 10% increase in user engagement and informing product roadmap prioritization.
- Served as primary technical liaison between engineering and 10+ enterprise client stakeholders, translating ambiguous business needs into precise technical requirements and managing expectations throughout multi-month sales cycles.

United States Patent and Trademark Office — *Patent Analyst*

Jun 2018 - Jul 2023

- Served as the primary point of contact for patent attorneys, agents, and inventors throughout the examination process - conducting examiner interviews to present findings, clarify claim scope, and guide stakeholders toward patentable subject matter, consistently achieving 125% of production quota for FY2018-22.
- Authored formal Office Actions communicating complex technical and legal determinations to external counsel and corporate IP teams, translating nuanced prior art analysis into clear, actionable guidance for both technical inventors and non-technical legal stakeholders.
- Built long-term working relationships with IP counsel at law firms and Fortune 500 companies across a 5-year tenure, developing the consultative communication and stakeholder management skills that directly transfer to technical pre-sales and customer-facing SE work.

EDUCATION

University of Texas at Dallas

Bachelor of Science • Mechanical Engineering

LICENSES & CERTIFICATIONS

Databricks Associate Data Engineer

GCP Professional Data Engineer

SKILLS

Enterprise Pre-Sales • Solution Architecture • Proof of Concept • Technical Discovery • GCP • BigQuery • Dataproc • Databricks • Vertex AI • Azure Data Factory • Apache Airflow • Informatica • ETL/ELT • SQL • Python • AI/ML Platforms • Software Demonstrations • Executive Presentations • Stakeholder Engagement • Cloud Data Infrastructure