

OMAR WARRAKY

Solution Engineering Leader | Strategic Client Relations | Sales Strategy Execution

@ omarwarraky@gmail.com <https://www.linkedin.com/in/warraky/> North Brunswick



EXPERIENCE

MuleSoft Strategic Client SE

- Salesforce** 07/2019 Nyc, ny
- Exceeded 100% of Quota 2021(3.4M), 2022(3.5M), 2023 (~10M)
 - Received Peak Performer in FY23, & Chairmans Club in FY24
 - Led large expansions and net new for Strategic & Enterprise Accounts
 - Expand tactical projects to enterprise strategies
 - Develop strong technical relationships with stakeholders internally & externally
 - Train and Develop New SEs by creating the SEED program for non-technical skills

President, Toastmasters

- AT&T Bedminster Chapter**
- 07/2016 - 06/2019 AT&T Bedminster Chapter
- Toastmasters - AT&T Bedminster Chapter

Site reliability engineer

- Finished goods** 11/2016 - 07/2019 US locations
- Improved data visualization efficiency for 5 clients by developing and maintaining dashboards.
 - Enhanced database performance by 20% by developing scripts to identify Vertica Database Latency.
 - Facilitated 6 operational solutions by liaising as a system engineer with operations teams.
 - Increased customer satisfaction by automating the ordering process for ATT Cloud Systems.
 - Acted as solutions engineer to automate tasks using RPA (Automation Anywhere), Web Development, and Macros, decreasing manual report processing time by 80%.

Sr. specialist - network planning & solutions engineer

- At&t** 06/2016 - 04/2018 Bedminster, NJ
- Improved interconnection efficiency by identifying optimal technology for TDM integration, including satellite and IP, impacting 45% increase.
 - Enhanced route diversity and strategic configurations by defining interconnection's meet-me points for 24 locations & Countries.
 - Optimized bandwidth usage, resulting in a 30% increase in call volume handling capacity.
 - Achieved cost-effective network expansion by estimating costs for 10 new interconnects working with the undersea cable team.

EDUCATION

Executive MBA

- Quantic School of Business - Online**
- 01/2023 - 12/2024 Online

M.s. IT, Specialty in Cloud Computing

- The University of Massachusetts**
- 05/2019 - 05/2019 Lowell, MA

B.s. Electrical & Computer Engineering

- Rutgers University**
- 05/2016 - 05/2016 Rutgers University - New Brunswick, NJ
- New Brunswick, NJ
 - | Summa Cum Laude, GPA: 3.8

SUMMARY

Solution Engineering professional with over 10 years of experience in solutions engineering and pre-sales leadership, expert in strategic client relationship development and sales strategy execution. Key achievements include exceeding sales quotas consistently: surpassing a quota by 200%, reaching \$10M in 2023, and receiving prestigious awards such as Chairman's Club for top 1% performance in FY24. Seeking a Solution Engineering leadership position at Salesforce, where I bring my pre-sales leadership and solutions engineering expertise to support their mission of helping companies blaze new trails and connect with customers in transformative ways.

LANGUAGES

- English Native ●●●●●
- Arabic Native ●●●●●

SKILLS

AWS	BPM	C/C++	IaaS	IBM
InfluxDB	Java	JavaScript	Juniper	
Linux	Macros	MuleSoft	Okta	
PaaS	Python	Salesforce	SDN	
ServiceNow	SQL	Vertica	Gmail	

KEY ACHIEVEMENTS

- Maximized Sales Performance**
Exceeded sales quota by 200%, reaching \$10M in 2023.
- Optimized Workflow Efficiency**
Decreased manual report processing time by 80% using RPA.
- Innovative Training Initiatives**
Developed SEED program, training 30 new SEs with non-technical skills.
- Recognized Top Performer**
Received Chairman's Club award for top 1% performance in FY24.