

ELHADJI S. CISSÉ

SENIOR EXECUTIVE | TECHNOLOGY EXECUTIVE PARTNER | EXECUTIVE CLIENT ACCOUNT LEAD

Big 4 Practice Leader · Account P&L · Enterprise AI & Generative AI · Cloud & Modernization · Capture & Delivery · Trusted C-Suite Advisor
Austin, Texas

CONTACT

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CORE COMPETENCIES

- Account & Portfolio P&L (\$200M+)
- New-Logo Origination & Capture
- Trusted C-Suite / CXO Advisor
- Enterprise AI, GenAI & Agentic AI
- AI Factory Design & Delivery
- Cloud Migration (AWS, Azure, GCP)
- Cybersecurity & Zero Trust
- Core Banking & Payments
- Enterprise Architecture (FEAF)
- Agile, SAgile, DevSecOps Delivery
- MSA, SOW, Pricing-to-Win
- Alliance & Hyperscaler Co-Sell
- Practice & Offering Build-Out

LEADERSHIP SCOPE

- Global delivery: USA, UK, KSA, UAE, Qatar, Egypt, Kenya, South Africa, Morocco, India, Pakistan, Australia
- Account & portfolio P&L up to \$200M+
- Cross-cultural teams of 100+ professionals; practices up to 400 FTE
- Executive governance with CEOs, CIOs, CTOs, CFOs, Boards & central banks

CERTIFICATIONS

- TOGAF Master Certified IT Architect
- FEAC Certified Enterprise Architect
- IBM Certified Senior IT Architect
- webMethods Certified Specialist
- BPI Green Belt Certified

EDUCATION

Executive Education — Leadership & Management

The Wharton School, University of Pennsylvania
2018 – 2019

Federal Enterprise Architecture Certificate

California State University, East Bay
2009 – 2010

EXECUTIVE PROFILE

Senior Executive-caliber technology executive with 25+ years originating, capturing, and delivering complex, multi-year transformation engagements for Fortune-500 enterprises, central banks, Tier-1 financial institutions, healthcare systems, and the public sector. Combines deep CTO/CIO technology authority — Enterprise AI, AI Factory delivery, cloud, cybersecurity, core-system modernization — with full account P&L, sales-target, and capture accountability built across IBM, the IBM–OCP joint venture (TEAL), and Accenture. Trusted advisor to CEOs, CIOs, CTOs, CDOs, COOs, Boards, Deputy Governors, and Executive Committees on digital transformation, cloud strategy, digital business-model reinvention, and responsible-AI governance.

SIGNATURE ACHIEVEMENTS

- Built three institutions from the ground up — Alinma Bank (KSA) and Cleveland Clinic Abu Dhabi (UAE) as Chief Enterprise Architect, and the IBM–OCP joint venture TEAL (Morocco) as Chief Digital Officer, scaling it to nearly 400 professionals.
- Directed a \$200M, multi-year digital transformation program for the largest North African organization with a \$20M operating budget and a 100+ member delivery team.
- Authored the AI Factory blueprint for KSA Tier-1 banks — a sovereign, regulator-compliant AI platform on Dell GPU + Google Distributed Cloud (GDC); shaped agentic-AI products (RM Copilot, BRD/SDLC Copilot) into multi-year sell-through with hyperscaler co-investment.
- Grew an at-risk Financial Services account from \$400K to \$12M revenue in two years and exceeded sales targets 3x; later lifted a regulator-and-banking portfolio P&L from negative to 20%+ annual growth at Accenture.
- Captured and delivered the \$35.7M SAMA Instant Payments platform — world-record fastest national real-time-payments implementation — and secured a \$50M telecommunications transformation contract.

PROFESSIONAL EXPERIENCE

Accenture

2024 – Present

Technology Account Lead — Financial Services (Executive Partner)

- Own a Financial Services account portfolio across regulators and Tier-1 institutions; full account P&L, sales target, pipeline, pursuit leadership, and CXO relationship management.
- Captured and shaped the flagship AI Factory pursuit for KSA Tier-1 banks — sovereign, SAMA-compliant AI platform on Dell GPU + Google Distributed Cloud (GDC) — positioning Accenture as the regulator-of-choice AI partner.
- Originated agentic-AI offerings (RM Copilot, BRD/SDLC Copilot, reusable agents) embedded with NIST AI RMF and Responsible-AI guardrails; converted into multi-year sell-through.
- Rebuilt executive trust on at-risk Saudi Central Bank, Insurance Authority, and Capital Market Authority accounts; lifted account P&L from negative to 20%+ annual growth.

IBM

2018 – 2024

Head of Core Banking & Payments — Middle East & Africa

- Owned MEA Core Banking & Payments portfolio P&L for a 90+ FTE practice across 12 countries; led origination, capture, and delivery — converted negative position to 20% annual growth.

BSc, Computer Information Systems & Business Management
Western Michigan University
2000

LANGUAGES

English — Fluent
French — Fluent
Arabic — Fluent

INDUSTRIES SERVED

- Financial Services — Banking, Payments, Capital Markets, Insurance
- Central Banks & Sovereign Regulators
- Healthcare & Life Sciences
- Public Sector & Government
- Telecommunications & Energy
- Sovereign / Public Investment

ALLIANCES

- Microsoft, AWS, Google Cloud
- Oracle, SAP, Salesforce, ServiceNow
- Dell Technologies, IBM
- Temenos, MuleSoft

SIGNATURE CLIENTS

- Saudi Central Bank (SAMA)
- Insurance Authorities
- Capital Market Authorities
- Alinma Bank (KSA)
- Saudi National Bank
- Al Rajhi Bank
- Cleveland Clinic Abu Dhabi
- Attijariwafa Bank (Morocco)
- Office Chérifien des Phosphates (OCP)

RECOGNITION

- IBM Eminence & Excellence Award
- IBM Bravo Award — SAMA program
- World-record fastest national instant-payments implementation

- Captured and delivered the \$35.7M SAMA Instant Payments platform; modernized RTGS, instant payments, and payment switches across Tier-1 banks and regulators.
- Built deep CXO and Deputy-Governor relationships across KSA, UAE, Qatar, Egypt, Kenya, South Africa — driving multi-year, multi-deal expansion.

IBM

2017 – 2018

Chief Digital Officer — TEAL (IBM–OCP Joint Venture) – Morocco

- Stood up the joint-venture digital practice from zero, scaling to ~400 professionals representing IBM Global Business Services across Africa — full responsibility for offering design, GTM, hiring, and P&L.
- Captured and led a \$200M, multi-year transformation program (with a \$20M operating budget and a 100+ member delivery team) for the largest North African organization.
- Stood up Digital Factory, Enterprise Architecture, Analytics, and ERP (SAP / Oracle) delivery competencies as productized offerings.

IBM

2014 – 2016

Executive Account Partner & Application Innovation Lead

- Revived IBM's Financial Services business in Saudi Arabia; grew revenue from \$400K to \$12M in two years; exceeded sales targets 3× while standing up a Factory Model that reduced delivery cost.
- Delivered a \$23.5M platform and established a \$7M annual recurring-revenue managed-services stream.

IBM

2010 – 2014

Chief Enterprise Architect

- Designed the end-to-end Service-Oriented Architecture for Alinma Bank — core accounts, cards, document management, internet banking, HR/payroll, GL — and governed vendor selection as Chief Solution Architect.
- Architected the enterprise technology foundation for Cleveland Clinic Abu Dhabi — full healthcare technology landscape from the ground up. Designed and sold an e-Banking solution to Attijariwafa Bank — the first multimillion-dollar IBM project in Morocco.

Early Career

- Senior IT Architect, IBM (USA).
- Manager, IT Architecture, Dell, Texas.
- Technical Lead & IT Architect, Crowe Chizek Consulting, Indiana.
- earlier software-development roles (USA).