

# SIROUS SOLTANOLKETABI, B.Eng, EIT

Solutions Architect | Cybersecurity, Network & Cloud Infrastructure

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## SUMMARY

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Solutions Architect with 10+ years at TELUS, focused on cybersecurity, network, and cloud infrastructure. Leads design through delivery for enterprise and public-sector clients on multi-year, multi-million-dollar implementations, including 5,000+ employee organizations. Solutioning covers Azure, Entra ID / IAM, AWS, FortiSASE, SD-WAN, and data-centre firewalls. Prior work includes inside-plant infrastructure and joint TELUS/BC Hydro aerial and FTTH builds.

## TECHNICAL SKILLS

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**Architecture & delivery:** Solutions architecture, Cybersecurity solutioning, Vendor management, Multi-stakeholder delivery, Agile / SDLC, Architecture artifacts & design packages

**Infrastructure & security:** FortiSASE, Firewalls, SD-WAN, Cisco / Meraki, IP networks (LAN/WAN), Wi-Fi, Switching & routing, Fiber design, Data centre (compute, power, cabling), VOIP

**Cloud & tools:** Azure (compute, storage, security), Entra ID, Hybrid AD Connect, IAM, AWS, Cloud architecture, Jira, MS Project, AutoCAD, SpatialNet, CRMs

## EDUCATION

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### University of British Columbia

*Bachelor of Applied Science, Integrated Engineering*

Vancouver, Canada

Immediately eligible for P.Eng

## EXPERIENCE

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### TELUS Business Solutions

**Jul 2024 – Present**

*Customer Solutions Architect, Enterprise & Public Sector*

*North America*

- Technical and business consulting across telecommunications, unified communications, cybersecurity, cloud, and IT hosting for enterprises (1,000+ employees) and public-sector clients.
- Canada One Auto Group (5,000+ employees, 44 dealerships nationwide): migrated the full telephony system over 1.5 years. Contract value \$2.4M+. Now designing their cybersecurity infrastructure.
- Data centre construction site (Clark Builders, general contractor): designed and contracted \$300K of fiber build-out and high-bandwidth connectivity. Site workforce of 5,000–6,000 through construction. Roadmap includes site-wide cybersecurity and connectivity.
- Law firm, 2-year engagement: designed the Azure solution to migrate off private cloud for compute, storage, and security. Right-sized over-provisioned VMs, split storage into hot and cold tiers, and moved FortiSASE onto Azure. Synced on-prem AD to Entra ID with hybrid AD Connect; FortiSASE used Entra groups for access.
- Solutioned and closed a 500-seat FortiSASE cybersecurity deployment for a Western Canada insurer. Total contract value ~\$1.5M, with expansion planned across the region.
- Led a 2-year SD-WAN and cybersecurity implementation for a construction-supply distributor: 32 locations, primary plus secondary backup at each site. Total contract value \$2.3M.
- First TELUS Solutions Architect to pitch and close Microsoft Copilot for enterprises (500+ seats).
- Lower Mainland municipalities, including City of Vancouver: migrated 600 circuits from copper to fiber over the last year. Combined municipal migration value \$7M+.

**Lions Digital Studios****Feb 2022 – Jul 2024***Technical Program Manager**Vancouver, Canada*

- Directed a cross-functional team of 30+ across sales, marketing, product, and operations in a marketing-agency program. Stood up org structure and OKRs in a previously unstructured startup.
- Ran a technical team of 10 developers, designers, and testers through full SDLC, from systems design to production.
- Cut operational cost 30% across a \$16M MarTech portfolio by removing redundant programs. Architected a custom CRM that reduced customer churn 25% and added \$20K monthly recurring revenue.

**TELUS Business Solutions****Jul 2019 – Feb 2022***Customer Solutions Architect, Mid-Market**Vancouver, Canada*

- Consulting across telecommunications, mobility, unified communications, security, cloud, and IT hosting for 500+ businesses with 100–500 employees.
- Led technical sales with 30+ account executives; \$4M+ annual revenue. Top sales in Mid-Market two years running.
- Led application modernization and migration of legacy on-premises systems to AWS and Azure for regulated financial, healthcare, and travel clients.
- Took ownership of Cisco Meraki design and quotation, cutting RFQ turnaround from 14+ days to 5 days.

**TELUS****Jun 2018 – Jul 2019***Design Specialist**Cloud Infrastructure, Inside Plant Engineering (ISP), Vancouver*

- Vendor contracts, pricing, and partnership evaluation. Design packages to TELUS standards, including first-office-application work on four device standards with the standards team.
- Designed data-centre interconnects for firewalls, servers, and routers. Reduced functional floor space 80% by reworking space, power, cabling, ironwork, and floorplans.
- Negotiated contracted design work that saved 1,800 employee hours in peak season. Turned design packages in under 2 weeks.

**TELUS****Oct 2015 – Jun 2018***Design Specialist**Outside Plant Engineering (OSP), Vancouver*

- Design, build, and records for large-scale FTTH and joint TELUS/BC Hydro aerial infrastructure. Redlines and as-constructed drawings in AutoCAD and SpatialNet. Managed internal and external design teams.
- Coordinated 400 sites end-to-end with internal/external PMs, engineers, municipalities, developers, and contractors.
- Managed 10 on-shore design technicians (30% productivity increase). Vendor design contracts saved 320 employee hours per month.