



Mark Davidson

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**Solutions Engineer & Architect | Enterprise AI Adoption Strategy
Digital Transformation**

Professional Summary

Solutions Engineer and Architect with over 7 years of experience accelerating enterprise AI adoption and digital transformation, notably at Atlassian. Generated over \$110M in revenue by to date architecting secure, scalable solutions and driving strategic technical engagements. Expertise in translating complex technical capabilities into tangible business outcomes, engaging stakeholders from technical teams to executive leadership. Adept at guiding organisations through comprehensive digital transformations and leveraging AI and cloud solutions effectively.

Core Competencies

Artificial Intelligence & Cloud Solutions

- AI Strategy & LLM/Generative AI
- AI Security, Privacy & Compliance
- Cloud & SaaS Architecture (AWS, Azure, Google Cloud)

Solutions Engineering & Architecture

- Digital Transformation & Process Optimisation
- Solution Architecture & Cloud Migrations
- Enterprise Service Management

Technical Sales & Leadership

- Technical Sales & Pre-Sales Engineering
- C-Level Stakeholder Engagement
- Solution Design & Delivery

Methodologies & Frameworks

- Digital Transformation Strategy
- Process Automation & Optimization
- Agile Methodologies (SAFe, Scrum, Kanban)
- Lean Six Sigma

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Professional Experience

Senior Enterprise Solution Engineer (AI SME)

Atlassian (Software Company)

Jan 2022 – Present

Sydney | Permanent

Revenue Generation & Customer Impact

- APAC AI SE Lead:** Guided GTM sale across strategic deals, technical enablement, value realisation, and critical AI initiatives.
- Revenue Achievement:** Delivered of \$110M+ in net new revenue by architecting tailored solutions and leading technical validation through to closure.

Technical Enablement & Process Optimisation

- Solution Architecture Leadership:** Conducted workshops for internal SEs and Solution Partners to improve AI positioning and solution capabilities.
- Process Efficiency:** Enhanced SE workflows by automating Salesforce processes, saving 3,000 hours per quarter globally.

Thought Leadership & Innovation

- AI Security Thought Leadership:** Authored AI security whitepaper adopted by leading ANZ enterprises, including the Big Four banks, to drive clarity and adoption.
- C-Suite Engagement:** Led AI-readiness workshops for senior executives across ANZ, boosting adoption of Atlassian's AI offering within their user base by up to 42%.

Charity and Non-Profit Contributions

- Community Impact:** Raised \$26,000 for Kids Undercover Australia; provided pro-bono consulting to Lifeline, WWF and many other non-for-profits advising on process optimisations and digital strategy.

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Senior Solutions Engineer

June 2021 – Jan 2022

Data Action (Fintech)

Melbourne | Permanent

Hybrid role combining Solutions Engineering and Solution Architect for a financial services company processing \$403 million in transactions monthly across Australia.

Revenue Generation & Customer Impact

- Deal Success:** Lead SE for two banking service contracts worth \$9.5M+ YoY, providing technical expertise and developing tailored, persuasive proposals aligned with client needs.

C-Suite Relationship Management

- Executive Engagement:** Managed C-suite relationships, aligning fintech solutions with our customers strategic business objectives.

Solution Implementation & Requirements Analysis

- Requirements Analysis:** Led workshops and requirements analysis to define functional and technical specifications.
- Solution Implementation:** Designed and deployed AI-driven financial solutions, improving transaction efficiency and ensuring compliance.

Technical Pre-Sales & Collaboration

- Technical Pre-Sales Support:** Delivered technical presentations and demos to highlight Data Action's fintech capabilities.
- Cross-Functional Leadership:** Partnered with product and engineering teams to ensure seamless solution integration.

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Senior Solution Architect

Aug 2019 – June 2021

GLiNTECH (Atlassian Platinum Solution Partner)

Melbourne | Permanent

Client-facing architect at APAC's leading Atlassian consultancy, driving cloud migrations, process re-engineering, and end-to-end solution delivery for major private and public sector clients.

Solution Architecture & Implementation

- **Project Leadership:** Provided architecture and design for over 38 solutions across 18 projects, enhancing productivity for 30,000+ end-users.

Pre-Sales Activities

- **Deal Closure:** Secured 6 deals totalling \$21M in revenue, by conducting technical presentations, POC demonstrations, and workshops.

Process Automation & Optimisation

- **Efficiency Improvements:** Re-engineered business processes through automation, artificial intelligence, and custom integrations, saving clients up to \$120K per month.

Client Consulting & Delivery

- **End-to-End Engagements:** Led full project lifecycles, from requirements gathering to post-launch support, across retail, banking, and government sectors.

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Technology Operations Manager

KPMG (Banking & Financial Services Consulting)

Feb 2018 – Aug 2019

Melbourne | Permanent

Led technical operations for a \$60M Big Four financial remediation project, focusing on solution design, automation, and vendor coordination.

Project Automation & Efficiency

- Operational Leadership:** Designed and implemented automation solutions, reducing manual workload by 15% and cutting key processing times from 5 days to 3 days.

Strategic Vendor Partnerships

- Vendor Management:** Managed vendor relationships and integrated automation with Record-Sure, improving data accuracy and retrieval speed by 15% via Time to First Process (TTFP) improvements.

Risk & Compliance Oversight

- Compliance Assurance:** Compliance Assurance: Assisted in audits and risk assessments, proactively identifying compliance risks and implementing safeguards to maintain financial and data security compliance.

Technical Skills

- Automation & Integration:** Developed and deployed automation workflows, reducing manual intervention in financial processing by 15%.
- Collaboration:** Coordinated closely with vendors and stakeholders to ensure successful implementation and compliance.

Education & Certifications

Bachelor of Computer Science

- Swinburne University of Technology, Melbourne

Certifications:

- Certified SAFe® 6 Practitioner
- Lean Six Sigma Green Belt
- Certified ScrumMaster
- Monday.com Admin Certification
- Notion Certified Consultant
- Atlassian Certified Expert