

SAMEER NATH KAUL

AI, TECHNOLOGY AND BUSINESS TRANSFORMATION

Enterprise IT Consulting | AI and Automation | Solutions Architecture | Managed Services
Operational Excellence | Change Management and L&D Expert
Abu Dhabi, United Arab Emirates | UAE Golden Residency Visa Holder
Mobile: +971 58 525 7788 | Email: sameer.nath.2010@gmail.com
Online Profile: <https://sam.vu>

PROFESSIONAL SUMMARY

Executive transformation leader with 25+ years of delivery across the UAE/GCC, United States, Canada and India. Bridges C-suite advisory and hands-on engineering: diagnoses operating problems, redesigns processes, shapes commercials and target operating models, integrates enterprise platforms, governs service transitions, builds AI and automation solutions, and enables adoption through training and change. Has led group-wide AI Transformation, Process Reengineering, Lean Business Transformation, Salesforce CRM, ITSM, Coupa, ERP/HCM, supply chain, project, warehouse, asset and LMS/LCMS initiatives; built managed-service, shared-service and IT outsourcing solutions for enterprise, government and semi-government clients; and personally architected and shipped AI search, web, workflow and learning products. Lean Six Sigma Master Black Belt, TQM practitioner and ATD CPLP/CPTD credential holder.

25+ YEARS | 4 COUNTRIES | 3 MAJOR BANKS | 3 TECH FIRMS | 2 TECHNOLOGY VENTURES | 70B+ PAGES REPORTEDLY INDEXED IN THE MEEKD PUBLIC BETA | TATA GLOBAL INNOVATION AWARD WINNER

CORE SKILLS

Transformation and Operating Models: Enterprise IT transformation, business process re-engineering, target operating models, Lean Six Sigma DMAIC, process mapping, SOPs, service transition, cost optimization, KPI/SLA governance, change management and user adoption.

Consulting and Commercial Leadership: C-level advisory, discovery, due diligence, pre-sales, RFP/RFI responses, proposal development, solution architecture, technical demonstrations, business cases, cost and staffing models, commercial negotiation, vendor governance and delivery assurance.

AI, Automation and Enterprise Platforms: Agentic AI, generative AI, RPA/UiPath, AIOps, observability, Salesforce CRM, Coupa, ERP, HCM/HRMS, SCM, ITSM, project management, warehouse management, asset management, LMS/LCMS, Azure DevOps, cloud and CI/CD.

Engineering and Data: Python, JavaScript ES6, PHP, Node.js, SQL, MySQL, MongoDB, REST APIs, HTML5/CSS3, web and mobile application development, data workflows and full-stack product delivery.

Change and Capability Building: Enterprise L&D strategy, eLearning, instructional design, LMS/LCMS integration, leadership development, sales enablement, training needs analysis, train-the-trainer, learning analytics, Articulate Storyline and Adobe Captivate.

SELECTED ACHIEVEMENTS

- **Group-wide transformation:** Directed process redesign and adoption planning for Salesforce CRM, ITSM, Coupa, project management, warehousing and asset management across ABAN Investment and Ghobash Group companies.
- **Managed-services growth:** Built repeatable discovery, migration, operating-model and stabilization approaches for UAE enterprise, government and semi-government clients entering managed and shared-service environments at Tamouh and IHC.
- **AI product proof:** Architected and coded MeekD AI Search Engine; its public beta was reported to have indexed 70B+ pages. Built adjacent workflow, self-service learning, LMS, content and dashboard products and supported seed funding and investor engagement.
- **People-to-platform adoption:** Built enterprise Learning and Development and Lean capability across Citigroup, Emirates NBD and National Bank of Fujairah, connecting system rollout, role-based learning, manager reinforcement and process control.
- **Founder execution:** Co-founded Accueco AI and led product strategy, operations, corporate filings, Canadian market entry, B2B pilots, partner development and hands-on PHP/MySQL/JavaScript plus agentic AI/RPA delivery.

PROFESSIONAL EXPERIENCE

Career structure note: Accueco was undertaken as a parallel founder venture from 2024 to 2026; KCA is the current UAE/MENA consulting role. The ABAN executive role concluded in March 2026.

Practice Lead - IT Consulting and Contracting

KCA Consultants LLC | Abu Dhabi, United Arab Emirates; MENA coverage | April 2026 - Present

- **Practice leadership:** Lead MENA IT consulting, managed services, IT outsourcing and staff augmentation engagements for enterprise and government clients; own discovery, solution shaping, commercial structuring, transition planning and delivery assurance.
- **Executive advisory:** Advise CIOs and business leaders on IT operating models, ITSM maturity, service desk and end-user computing, application support, observability, automation, RPA, AI-enabled analytics and continuous improvement.
- **Commercial solutioning:** Translate ambiguous requirements into service catalogues, solution architectures, cost and staffing models, transition roadmaps, governance structures, RACI, SOPs and KPI/SLA frameworks.
- **Delivery governance:** Coordinate specialist partners, vendors and client stakeholders; manage risks, decision forums, executive communication, quality controls and value realization across concurrent engagements.

Co-Founder

Accueco AI - Accueco Transformational Green Technologies Inc. | Vancouver, British Columbia, Canada; remote from UAE | 2024 - 2026

- **Venture build:** Co-founded a British Columbia cleantech company developing energy education, cost visualization, rebate guidance, decision-support and energy-management tools for strata, property-management and commercial real estate users.
- **Operating leadership:** Led product strategy, operating cadence, corporate filings, investor and partner communication, Canadian market entry, B2B pilot development, product validation and vendor coordination.
- **Technology ownership:** Architected and directed PHP, MySQL, JavaScript, SEO, data workflows and agentic AI/RPA features; translated complex energy and rebate information into guided user journeys.
- **Cross-border execution:** Coordinated product, operations and market activity between Canada and the UAE while maintaining founder accountability for roadmap, launch readiness, partnerships and delivery.

AI Business Transformation Manager

ABAN Investment LLC - Ghobash Group | Dubai, United Arab Emirates | July 2024 - March 2026

- **Transformation portfolio:** Led group-wide business process re-engineering, AI and IT transformation and bespoke solution design across ABAN Investment and Ghobash Group companies.
- **Enterprise platforms:** Directed implementation and adoption planning for Salesforce CRM, ITSM, Coupa procurement and supplier management, project management, warehouse management and asset management systems.
- **Process architecture:** Ran current-state discovery, process mapping, requirements definition, target workflows, controls and operating-model design; coordinated vendors and internal technical teams through solution review and adoption.
- **Executive decision support:** Produced RFP/RFI responses, proposals, technical reviews and executive decision papers; identified simplification and automation opportunities to strengthen cost control, productivity and operational visibility.
- **Change enablement:** Designed staff retraining, communications, user support and reinforcement plans to sustain new processes and systems.

PROFESSIONAL EXPERIENCE - CONTINUED

Integrations Manager - Client Solutions, AI Transformation and Service Delivery

Tamouh Integrated Business Services LLC - IHC Group | Abu Dhabi, United Arab Emirates | February 2021 - July 2024

- **Transition leadership:** Directed end-to-end process and systems integration for UAE enterprise, government and semi-government organizations entering managed-service and shared-service models.
- **Due diligence and migration:** Led discovery, process and service mapping, migration and cutover planning, operating-model alignment, vendor coordination, onboarding and post-transition stabilization.
- **Solution architecture:** Designed client-specific ERP, CRM, HR/HCM and digital-platform integrations connected to service desk, application support and shared-service operations.
- **Pre-sales and growth:** Converted client requirements into proposals, transition plans and solution architectures that supported growth in managed services, shared services and IT outsourcing.

Head of Development and AI - Solutions Architecture and Programming

MeekD AI Search Engine | Dubai, United Arab Emirates | March 2018 - February 2021

- **AI product engineering:** Led solution architecture and hands-on development for the MeekD AI Search Engine, operated from Dubai Silicon Oasis and Dtec.
- **Demonstrated scale:** The public beta was reported to have indexed 70B+ pages; designed organic-first, socially aware search and supported scalable, secure web and mobile deployment.
- **Adjacent applications:** Designed, coded and deployed workflow management, employee self-service, learning management, content and dashboard products.
- **Commercialization:** Created technical demonstrations, product narratives and funding proposals; led investor, venture capital and strategic partner discussions supporting a publicly covered seed round.

Training and Development Manager

National Bank of Fujairah | Dubai, United Arab Emirates | January 2014 - March 2018

- **Enterprise L&D:** Led bank-wide Learning and Development strategy, leadership development, sales enablement, eLearning and employee education reform; integrated LMS with ERP/HCM, curricula and learning dashboards.
- **Lean and process excellence:** Led Lean Six Sigma DMAIC and business process re-engineering initiatives across departments, combining process redesign, training and measurement to reduce waste, improve consistency and support technology adoption.

Learning & Development Manager

Emirates NBD | Dubai, United Arab Emirates | March 2011 - December 2013

- **Enterprise change enablement:** Managed L&D, eLearning, leadership and Lean Six Sigma enablement across sales, service and operations; supported CRM and process-optimization adoption through role-based training and change communication.

Training Manager - Enterprise Systems, Lean and Process Migration

Citigroup N.A. | United States and India assignments | December 2005 - February 2011

- **Global migrations:** Led cross-border process migrations, Citibank/Citigroup training, performance remediation, Lean initiatives and HR/LMS/ERP adoption across assignments including San Antonio, New York and Orlando.
- **Recognition and controls:** Designed migration playbooks, role-based training, operating controls and stakeholder demonstrations; supported cost-focused global-services solutions and was recognized with the TATA Global Innovation Award in 2010.

Training Manager - Enterprise Software and Solutions Deployment

IBM | Toronto, Canada and India assignments | January 2004 - December 2004

- **Global delivery:** Delivered enterprise learning software rollouts, client demonstrations, requirements gathering and implementation support; coordinated custom learning platform delivery across India and Toronto teams.

Early Career - Learning, Client Management and Process Improvement

Taj Hotels, GE Capital and other organizations | India | January 2000 - December 2003

- **Foundation:** Built early depth in hospitality-grade service, customer training, client management, operational improvement and software/system implementation support.

EDUCATION

- Bachelor of Science (B.Sc.), Mathematics - Capital University, India | 2003
- Advanced Diploma, Mathematics and Statistics - Alpha Institute of Management | 2003
- Diploma, Hospitality and Tourism Management - Institute of Hotel Management Pusa, New Delhi | 2000

CERTIFICATIONS AND AWARDS

Recent credentials: Certified Technology Ideation - British Columbia, Canada | 2025; Lean Six Sigma Master Black Belt - IMC/QAI | 2024; TQM Practitioner - CPD | 2024.

Professional credentials: CPLP/CPTD - Association for Talent Development | 2013; Certified Predictive Index Professional and PI Coach | 2015; CHRM/SHRM Certified Business Partner | 2012; Lean Management Practitioner and Lead Trainer | 2011.

Awards and development: TATA Global Innovation Award - Winner | 2010; Certified People Manager x3 - IBM, Citibank and Emirates NBD; Train-the-Trainer x4 - 2003, 2005, 2012 and 2025; Azure DevOps training - 2018 and 2021.

TECHNICAL SKILLS

Programming and Data: Python, JavaScript ES6, PHP, Node.js, SQL, MySQL, MongoDB, HTML5, CSS3, REST APIs, web and mobile application development.

AI and Automation: Agentic AI, generative AI, RPA/UiPath, AIOps, observability, workflow automation, prompt and agent workflow design.

Enterprise and Learning Platforms: Salesforce CRM, Coupa, ERP, HCM/HRMS, SCM, ITSM, project, warehouse and asset management, LMS/LCMS, Azure DevOps, Articulate Storyline, Adobe Captivate, Figma and Adobe XD.

Markets and Enterprise Exposure: UAE/GCC and MENA, United States, Canada and India; banking, investment groups, government and semi-government, aviation, technology, managed services, cleantech and hospitality. Selected exposure includes IBM, Citigroup, Emirates NBD, National Bank of Fujairah, IHC/Tamouh, Ghobash/ABAN, Abu Dhabi Airports, Aldar and RoyalJet.

ONLINE PROFILE

For an expanded interactive view of transformation mandates, career chronology, capabilities, credentials and current work, visit <https://sam.vu>.