



Arnaud MARTI

Solution Architect | AI Solutions

I am an insatiably curious technologist bridging complex infrastructure and software innovation. I specialize in serving as a trusted technical advisor to partners and customers across EMEA, translating business requirements into scalable AI architectures. Self-taught and highly hands-on, I actively build with Python and local LLMs to deeply understand evaluation frameworks, context engineering, and deployment workflows.

Experiences

● Intel Corp | EMEA (based in France) | Jan 2025 - Today

AI Business Development Manager

- **Partner Architecture & Integration:** Serve as the primary technical advisor for Intel Capital-backed AI startups (Unicorns) and Global System Integrators (e.g., Capgemini, IONOS). Guide partners on integrating Gaudi3 and Enterprise RAG solutions into their technology stacks.
- **Technical Enablement:** Led the technical enablement of 10k+ sales engineers and partner technical teams across EMEA on the Intel-Dell AI hardware and software ecosystem.
- **Executive Technical Translation:** Partner with account teams to deeply understand customer requirements, translating complex workloads and deployment constraints into actionable architectures for CTOs and engineering leads.

○ Dell Technologies | Montpellier - France | 2021 - 2024

Pre-Sales Engineer & Inside Sales Representative (4 years)

- **Technical Discovery & Architecture:** Acted as the lead Pre-Sales Engineer for complex enterprise accounts. Conducted deep technical discovery to design and validate scalable AI and server architectures for high-performance computing environments.
- **Workshop Facilitation:** First in EMEA to successfully design and deliver the "Dell AI Workshop." Led technical deep-dives and whiteboard sessions with enterprise IT teams to surface new AI use cases, assess data readiness, and map out integration patterns.
- **Complex RFIs (PANGAEA):** Served as the technical advisor on major enterprise bids, evaluating customer requirements and translating highly technical infrastructure and security specifications into winning architectural proposals.
- **Solutions Design & Deployment:** Architected an end-to-end \$1.4M solution for an IPC (trading communication systems) customer. Guided the customer from initial technical evaluation through hardware/software configuration, IT security alignment, and post-sale deployment.

○ Agenixo | Montpellier - France | 2019 - 2021

Project Manager

- Led cross-functional agile teams (developers/designers), managing complex digital project deliveries and bridging the gap between technical teams and client stakeholders.

○ La Médicale de France | Paris - France | 2015 - 2019

Partnership Manager → Field Sales

- 250 insurances contracts signed on a year ; >75k€ of sales
- 350 partnership managed ; >1M€ yearly budget

○ 2009 - 2015 | Epsilog | Castries - France

Technical Hotline → Partnership Manager (6 years)

Links

[GitHub](#) - [LinkedIn](#)

Projects & Study

Python self study (ongoing, evenings)
Practical scripting for AI workflows and hands-on experimentation.

AI PC demo development
Python demo to showcase NPU/iGPU usage and local AI experimentation.

Open-Source tinkering
Integrated and experimented with OpenClaw / local AI tooling to understand deployment and use workflows

Skills

- Partner enablement
- RFI/RFP technical leadership
- Technical discovery
- C-Level/Engineering translation
- Use-case discovery
- Workshop facilitation

Languages

French - Native

English - C1 (TOEIC 950)

Spanish - A2