Simon Stirling

Solutions Architect | Pre-Sales & Post-Sales | Enterprise Solutions

Hadera, Israel | UK citizen with full UK working rights | Planning UK relocation

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Profile

Solutions architect with 20+ years across enterprise systems, technical pre-sales, implementation and customer support. Work with business stakeholders and technical teams to understand requirements, assess existing systems, demonstrate solutions and define practical architectures. Stay involved through integration, onboarding, technical troubleshooting and ongoing production use. Seeking full-time pre-sales, post-sales, enterprise architecture and solutions architect roles. No UK visa sponsorship required.

Relevant strengths

- **Pre-sales and solution consulting:** Customer discovery, technical qualification, architecture options, demonstrations, proofs of concept, technical proposals, estimates and implementation handover.
- **Enterprise solution architecture:** Application and integration design, data flows, cloud architecture, technical documentation, security considerations, supportability and phased implementation roadmaps.
- **Post-sales and customer delivery:** Implementation, customer onboarding, production troubleshooting, incident investigation, controlled changes, technical escalations and ongoing support.
- **Technical depth:** Azure, AWS and GCP architecture; C#/.NET, Python, REST APIs and SQL Server; production LLM integration and clearly scoped RAG prototyping.
- **Customer enablement:** Technical presentations, workshops, user training and clear explanations for business and engineering audiences.

Professional experience

Flame-Ware Solutions Ltd

Lead Solution Architect | 2005 to present

- Work directly with enterprise customers on discovery, requirements, existing-system assessment and architecture options. Prepare technical proposals and prototype demonstrations; approved proposals have progressed into production.
- Translate operational requirements into application, data, integration and cloud designs, with technical documentation, implementation plans and delivery estimates.
- Coordinate developers, integration specialists, QA and support teams through implementation, deployment and ongoing improvements.
- Investigate production incidents, resolve technical escalations, prioritise corrective work and coordinate controlled releases. Work with customers on technical issues and service improvements.
- Deliver technical demonstrations and user training, alongside architecture and integration work on enterprise AI, operational platforms and data solutions.

Additional roles: CTO and Co-owner.

Brama Technological Lab

Lead IT Architect, Head of R&D, Sales and Support | 2017 to present

- Assess customer environments, evaluate products and suppliers, develop prototypes and shape tailored infrastructure and technology solutions.
- Work directly with customers through technical sales, onboarding, training, troubleshooting and after-sales support.

Selected customer delivery

Pre-sales discovery through production delivery

Led a Flame-Ware cloud opportunity for a customer with fragmented inventory and operational systems. Owned discovery, architecture options, the technical proposal and prototype demonstrations, working with customer stakeholders and suppliers on dependencies and risks. The approved proposal progressed into production, improving visibility and reducing manual processes.

Enterprise document AI

Led solution architecture and production delivery at Flame-Ware for document analysis, extraction, contextual summaries and structured workflow responses. Responsibilities covered .NET services, REST APIs, SQL Server, LLM integration, access controls, logging, validation and human review. Production supports operational users and recurring document workloads.

Production reliability and post-sales support

Owned architecture, operational reliability and technical support for a Flame-Ware enterprise vehicle-inspection and regulatory-information platform. Defined and monitored SLAs, investigated incidents, led root-cause analysis and coordinated corrective work. Query optimisation, monitoring, exception handling and consistent integration patterns improved stability and reduced recurring issues.

Manufacturing data integration

Defined architecture, SQL Server data models and integration interfaces for a production pharmaceutical manufacturing quality-management solution at Flame-Ware. Oversaw collection, validation, reporting and audit trails supporting Continued Process Verification and investigation traceability. Improved visibility and reporting consistency while reducing manual consolidation.

Document-based RAG proof of concept

Personally built document ingestion, embedding, retrieval and LLM integration using Python, LangChain, ChromaDB, Ollama and Streamlit. The working proof of concept provides local model inference, source visibility and retrieval metadata for manual verification.

Teaching and earlier career

- **Technology lecturer and technical trainer, 2010 to present:** Educational institutes, HackerU and independent teaching. Develop curricula and practical training in software development, databases, cloud, APIs and architecture.
- **CoolVision, Head of R&D / Development Team, 2004 to 2005:** Development and database teams on a global live-video platform.
- **Public-sector medical-services technology branch, Head of Development and Systems Analysis, 2000 to 2004:** Secure client/server and intranet systems, technical support and user training.

Education and selected professional development

- **BSc Computer Science:** University of the People, completed.
- **AI:** IBM Generative AI Engineering specialisation; RAG and LangChain course work; completed Anthropic Academy modules covering Agent Skills, the Claude API, MCP and Claude Code.
- **Cloud and delivery:** AWS Cloud Solutions Architect Coursera specialisation; Google Project Management specialisation; historical Microsoft MCPD, MCTS and MCP credentials.

English and Hebrew | UK citizenship and full UK working rights

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