Hagai (Guy) Amiel, BSc, MBA

 Director of Technology, VP Tech., Eng. Manager, Project Manager

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## Profile

Accomplished technology manager with over 17 years of experience in project & engineering management, product development & implementation and IT infrastructure in both Enterprise (MSP) & Startups. Proven track record in establishing global IT teams and leading large-scale IT projects across diverse industries, including Banking, Medical Device, Healthcare, E-commerce, ML/AI, CRM, SAP, Call Centers and more. Skilled in Agile processes, software architecture. Hold a BSc in Information Systems Engineering and an MBA in Business Administration. Currently pursuing my Master’s in Cybersecurity and AI.

## Key Achievements

* Successfully launched software products from POC to post-production, ensuring security, scalability, high availability, fulfilled business goals & client satisfaction.
* Established and managed cross-functional local & remote teams in Canada, US, India, Ukraine, and Bulgaria, growing to a 30-member high-performance organization.
* Patent Registration: <https://patents.google.com/patent/US20240161399A1/en>
* Led the seamless migration of infrastructure and applications to AWS & GCP.
* Effectively managed multi-million-dollar software projects budget.
* Built and scaled a secure, high-performance tech infrastructure that powered SaaS products generating $5M+ in monthly client revenue.
* FDA, HIPAA, ISO27001, GDPR

## Professional Experience

**Director of Technology | 06/2019 – Present | Better Tech Solution**

* Provide fractional CTO/CIO services, bridging the gap between business goals and technology solutions.
* Lead the product design, architecture and development of a diverse product portfolio—including multi-tenant CRM, trading platform, payment gateway, data-intensive APIs, AI/ML solutions, and healthcare platforms—powering products used by hundreds of thousands of users and generating over $5M in monthly revenue for clients.
* Engage in responding to RFPs, sales presentations to facilitate new client onboarding.
* Spearhead recruitment efforts to build a high-performing technology team.
* Ensure scalability, security and high availability across all technology solutions.

**Director of Technology | 06/2016 – 06/2019 | betterU**

* Defined and executed an integrated IT strategy aligned with overall business objectives
* Directed product suite and roadmap development for an eCommerce educational platform and API gateway.
* Managed and scaled a cross-functional team including software developers, QA, project managers, UI/UX, and DevOps.
* Ensured high availability and functionality of technology infrastructure and production systems.
* Fostered effective collaboration with offshore development teams in Canada, India and Ukraine.
* Managed IT infrastructure, daily IT operations, and established IT policies and procedures.

**Engineering Manager | 11/2012 – 09/2015 | Startup Dario Health (NASDAQ:DRIO)**

* Led the design and development of a Mobile & Web Diabetes Mng. System.
* Managed a Medical Device Product lifecycle (SW & HW), ensuring regulatory compliance (FDA, CE, HIPAA, ISO 27001, DRP).
* Managed a team of 25 professionals, including Developers, QA, DevOps, and subcontractors.
* Managed, prioritize tasks, and adjust plans as needed based on evolving requirements and internal priorities and risk assessments.
* Managed IT infrastructure, daily IT operations, and established IT policies and procedures (ISO27001, DRP).

**Engineering Manager / Senior Program Manager | 06/2006 – 11/2012 | MSP Matrix**

* Led the development and implementation of an enterprise CRM/XRM and satellite applications (Insurance, Mortgage, Pension and more) for a leading bank.
* Architected mission-critical systems supporting millions of secure transactions at scale.
* Led and expanded a team of 50 members, including Software Developers, System Analysts, Project Managers, DevOps and QA professionals.
* Managed project scope, prioritized tasks, and adjusted plans as needed based on evolving requirements, internal priorities and risk assessments.
* Owned and managed the annual expense budget for headcount and technology services.
* Worked in an intensively regulated environment, adherence to strict deadlines.
* Served as the single point of contact, participated in the steering committee, managed client relationships, and collaborated with numerous stakeholders.

## Education

* MBA –Business Administration & Management
* Bachelor of Science – Information Systems Engineering
* Software Project Management Course - 124 Academic Hours

## SKILLS & QUALIFICATIONS

Enterprise Applications Management, Technical Leadership, Agile Methodologies, Project Management, Cross-Functional Collaboration, Application Optimization, Cloud Migration (AWS, GCP), Stakeholder Engagement, Regulatory Compliance, IT Infrastructure Management, Team Building, Multi-Million-Dollar Budget Management, Performance Optimization, Software Development Life Cycle (SDLC), Cybersecurity, AI/ML, CRM, SAP, SaaS, Software Architecture, Process Improvement.