

FALNAN SILUE

TECHNOLOGY LEADERSHIP
CLOUD, DATA & AI TRANSFORMATION
PUBLIC SECTOR & STRATEGIC
ACCOUNTS

Turning complex technology into
lasting progress through strategy,
alignment and execution.

Ottawa, Canada | English + French

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LEADERSHIP AT SCALE

Nearly 20 years. Enduring outcomes.

\$50M+

STRATEGIC SAAS ARR PORTFOLIO

\$48M+

CUMULATIVE ORACLE REVENUE

\$100M+

TRANSFORMATION PROPOSALS

300M+

SUBSCRIBERS REACHED

60+

MISSION-CRITICAL PROGRAMS

24+

COUNTRIES ACROSS EMEA AND NORTH AMERICA

EXECUTIVE PROFILE

Bilingual technology and transformation leader with an electronics-engineering foundation and experience across the full value chain: channel and pre-sales, multinational service delivery, quota-carrying territory leadership, strategic account management and customer success. Trusted by executives in government, public services, telecom, healthcare and regulated industries to connect mission priorities with cloud, data, AI and enterprise-platform strategies - then mobilize the teams required to deliver measurable value.

CORE LEADERSHIP CAPABILITIES

- Executive relationship & strategic account growth
- Public sector, procurement & development finance
- Cloud, data, AI & enterprise application transformation
- Value-based selling, TCO/ROI & commercial negotiation
- Customer success, adoption, renewal & expansion
- Cross-functional orchestration & executive governance

FROM ARCHITECTURE TO VALUE

A career built through complexity.

2025 - PRESENT	ORACLE Senior Principal Customer Success Manager Grew a strategic Fusion SaaS portfolio from approximately C\$20M to C\$50M+ ARR; accelerated delivery by up to 10 months and contributed to renewal expansion up to 30%.
2017 - 2025	ORACLE Senior Sales & Territory Manager Generated \$48M+ in cumulative revenue, achieved four consecutive years above target and defended \$100M+ modernization proposals across public sector and regulated industries.
2014 - 2017	GEMALTO / THALES Marketing & Consulting Services Manager Increased recurring revenue by 300% in one year and advised 20+ mobile operators across ecosystems representing 300M+ subscribers.
2010 - 2014	ALCATEL-LUCENT / NOKIA Pre-Sales, Resources & Service Delivery Leader Led 33+ engineers across 10+ countries, delivered 60+ programs, improved delivery efficiency by 40% and offer margins by 15%.
2007 - 2010	POLARIS DISTRIBUTION / MIDIS GROUP Technical Sales & Channel Manager Built the foundation in enterprise technology distribution, partner enablement, solution workshops, pricing, margin analysis and proposal defence.

WHERE TECHNOLOGY MATTERS

Transforming institutions and essential services.

01 PUBLIC FINANCE & BANKING

Tax, customs, budgeting, public administration, core banking and payment-system modernization through multilateral development programs.

02 HEALTH & SOCIAL PROTECTION

Digital health, patient information and social-protection modernization.

03 TRANSPORT & LOGISTICS

Intelligent mobility, transport digitization and cross-border information exchange.

04 TELECOMMUNICATIONS

Core networks, digital platforms, monetization and services at multinational scale.

05 REGULATED ENTERPRISE

ERP, EPM, SCM and HCM modernization with cloud, data and AI adoption.

06 DEFENCE & SECURITY

Secure platforms, sovereignty, resilience and mission-focused modernization.

EDUCATION & CONTINUOUS DEVELOPMENT

Electronics Engineering - INP-HB

200+ Oracle University courses across OCI, generative and agentic AI, database, enterprise applications and digital transformation, complemented by CISM, negotiation, project management and solution-selling development.

LET'S CONNECT

Technology creates value when it becomes lasting progress.

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