



# JORY PAI

Solution Executive | AI & Enterprise Transformation Leader

*20+ years building enterprise technology practices that close deals, grow accounts, and deliver measurable outcomes — across AI, cloud modernization, and digital transformation.*

**20+**

Years Experience

**\$15M+**

Portfolio Managed

**7×**

President's Club

**312%**

Best Quota Year

**70+**

Enterprise Accounts

**30+**

Certifications

EXECUTIVE SUMMARY

Jory Pai is a results-driven Solution Executive who has spent two decades turning complex technology challenges into business wins. From a \$6M+ Wells Fargo application modernization program to a \$15M+ Southern Company portfolio spanning 17 simultaneous engagements, Jory has consistently delivered at enterprise scale — with the relationships, the technical depth, and the commercial instinct to back it up.

Currently leading 15 Solution Executives at TEKsystems Global Services, Jory drives AI-enabled services adoption, cloud transformation strategy, and executive-level account growth across Energy, Financial Services, and Telecommunications verticals. He is also the founder of The Modernization Company (TMC), an AI-first consulting firm targeting SMB digital transformation.

CORE CAPABILITIES

- Enterprise Pre-Sales & Solution Architecture
- AI Strategy, Governance & Enterprise Adoption
- Application Modernization (AWS, Azure, GCP, OpenShift)
- Cloud Transformation & Legacy Migration
- Practice Leadership & Team Development (15 SEs)
- Fixed-Fee, Managed Services & Outcome-Based Pricing
- Executive Advisory & C-Suite Relationship Management
- P&L Ownership (\$500M–\$1B+ directed)

SIGNATURE ACHIEVEMENTS

- Wells Fargo DISP — \$6M+, ~39% GP, 300+ apps modernized
- Southern Company — \$15M+ portfolio, 17 engagements, 39.5% margin
- IBM Watson AI — \$3M initiative → \$2M new revenue generated
- USAA (Pega) — 53% resolution time reduction, \$8.5M penalties avoided
- BNSF (Red Hat) — \$6M IoT project, 28+ API integrations
- Fortune 500 AWS — 50+ legacy systems migrated, 30% cost reduction
- Win Rate Impact — +15% from proprietary Discovery Checklist
- AI Growth — 40% YoY AI-enabled services adoption increase

CAREER TIMELINE

|                                                      |              |
|------------------------------------------------------|--------------|
| TEKsystems Global Services                           | 2015–Present |
| Solution Executive — AI, AppMod & Energy Practice    |              |
| Pega Software                                        | 2020–2022    |
| Senior Solutions Consultant                          |              |
| Red Hat Software                                     | 2017–2020    |
| Senior Solutions Consultant — OpenShift & Middleware |              |
| Oracle Corporation                                   | 2015–2017    |
| Senior Principal Consultant, Digital Experience      |              |
| IBM Corporation                                      | 2006–2014    |
| Sr. Pre-Sales Engineer, ITS                          |              |
| FileNet Corporation                                  | 2003–2006    |
| Pre-Sales Engineer                                   |              |

INDUSTRY VERTICALS

- Energy & Oil/Gas
- Financial Services & Banking
- Telecommunications
- Transportation & Logistics
- Insurance
- Manufacturing & High-Tech

EDUCATION & CREDENTIALS

- Harvard University — Leadership & Data Science (2023)
- MIT — Computer Science & Mathematical Statistics (2022–23)
- CCAF Technical School — Computer Science, Air Force (4.0 GPA)
- 30+ Technical Certifications: AI, Cloud, DevOps, RPA, Agile
- U.S. Air Force — Gulf War Veteran | Achievement Medal

CONTACT

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| Web      | www.jory.pro                    |
| Location | Dallas, TX — Open to Relocation |