

Nolan S. Code

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PROFILE

Results-driven Azure Data & AI sales professional with a proven track record of delivering high-impact solutions and exceeding revenue targets. Led #1 AI sales initiative at Microsoft by revenue. Expert in aligning AI/data strategies with business outcomes and fostering C-level relationships.

EXPERIENCE

Azure Data & AI Technical Sales Professional - United Nations Team

Microsoft

07/2024 - present

Delivered **strategic AI and data solutions** to empower the United Nations and associated NGOs, driving transformative change through Azure services.

Designed and implemented data warehousing, real-time processing, and analytics pipelines, enabling data-driven decision-making.

Collaborated with cross-functional teams to deploy Generative AI models tailored for predictive analytics, enhancing operational insights.

- Acted as a trusted advisor to stakeholders, resolving complex data challenges and aligning Azure solutions with humanitarian goals.

Founder

The Intelligent Health Platform (Intelhp)

08/2023 SMYRNA, GA, USA

Spearheaded the development of an **AI-driven health platform**, integrating advanced technologies such as TensorFlow, Docker, and IoT to revolutionize real-time patient care.

Led a cross-functional team in creating scalable solutions for **seamless data collection and analysis**, improving healthcare outcomes and operational efficiency.

- Delivered technical and business presentations to articulate the platform's value proposition, resulting in a **25% increase in client base within the first year**.

Senior Cloud Solution Architect

Microsoft

03/2021 - 07/2023 ATLANTA, GA, USA

Strategic Revenue Growth:

- Led the **#1 AI sales engagement in the company by revenue**, recognized by senior leadership for its impact.
- Secured a **\$100 million Azure services renewal in FY22**, achieving **174% of Data & AI quota**.
- Drove **118% Azure Consumption Revenue (ACR) growth** by developing a Clinical Data Warehouse in the Cloud for a leading healthcare provider.

Customer Success and Transformation:

- Revitalized a disengaged ("dark") customer relationship, converting them into a key collaborator on cutting-edge Azure initiatives.
- Partnered with CXOs across healthcare and life sciences to align AI and data solutions with organizational goals, accelerating digital transformation.

Operational Leadership:

- Delivered over **10 critical milestones** for key accounts, contributing to a total **FY23 Azure usage of \$7.39M**.
- Consistently demonstrated strategic alignment of AI and data solutions with business needs, enhancing client satisfaction and retention.

EXPERIENCE

Data Engineering Specialist, A.I., Data Engineering & Architecture

Accenture

12/2019 - 02/2021

Orchestrated the digital transformation of enterprise data pipelines, migrating clients to modern cloud architectures, including **Google Cloud** and **Tableau**.

- Enhanced operational efficiency for global insurance and retail clients, cutting monthly costs by 25% through automated cloud pipelines.
- Served as a trusted advisor to internal architects and project teams, providing expertise in cloud design and leading an internal matrix team that evaluated technical environments, scoped and priced solutions, and guided business customers through the design process.

Applications Consultant, Insights & Data

Capgemini

04/2018 - 02/2019

Transitioned six enterprise clients from on-premises to cloud-based data solutions, improving data accessibility and operational efficiency.

- Delivered bespoke business intelligence solutions, enabling data-driven decisions for Fortune 500 clients such as Hewlett-Packard and Unilever.

Account Executive

First Data

12/2009 - 06/2015

- Fostered enduring client relationships with major big-box retailers, including Sam's Club, and expanded business across a spectrum of healthcare organizations and companies of all sizes.
- Directed inside sales operations for a suite of products and services, including Point-of-Sale systems, Loyalty and gift card solutions, security encryption, and diverse cloud-based business applications.
- Recognized as a distinguished two-time Platinum Club Award recipient, surpassing sales targets by 150% or more.
- Secured a significant contract with Allscripts/Jardogs, implementing Point of Sale and E-commerce services across 60 locations.
- Consistently met and exceeded sales quotas in 72 consecutive periods, demonstrating a steadfast commitment to achieving and surpassing sales objectives.

Supply Chain Manager

U.S. Army

05/1999 - 05/2003

- Directed inventory and resource allocation for multi-million-dollar operations, achieving operational readiness and accountability.

EDUCATION

AI | Masters of Computer Science Candidate

Southern Methodist University

12/2022 - present DALLAS, TEXAS

Global Business | Masters of Business Administration

Georgia Institute of Technology

2015 ATLANTA, GA

Graduated in 2015 | 3.5 GPA

Bachelor's Degree

Morehouse College

2003 ATLANTA, GA

Graduated in 2003 | 3.0 GPA

CERTIFICATIONS

SQL (Advanced) Certificate

<https://www.hackerrank.com/certificates/f9d1b516bf2a>

CERTIFICATIONS

Microsoft Azure AI Fundamentals
Microsoft

SKILLS

- SKILLS

Artificial Intelligence (AI)



Machine Learning



Python (Programming Language)



Azure Cloud Solutions



Business Transformation



Executive Storytelling



Data Strategy



Solution Architecture



Public Speaking



ROI Modeling



Leadership & Team Collaboration

