



## Walid Yehia

Senior Director, Presales – Middle East, Russia, Africa, Turkey (MERAT)

Walid Yehia is the Presales Sr. Director for Middle East, Russia, Africa and Turkey at Dell Technologies. He has over 25 years of experience within the technology sector, managing all facets of IT from strategy, system integration, and consulting to design and delivery.

Walid has been with Dell Technologies since 2006 in different leadership positions. During this period, he has worked closely with large enterprises from different industries to support their IT strategy around cloud, big data, system integration and digital transformation. He has been leading Dell Technologies' regional pre-sales business since 2009 and oversees Dell's technical advisory services that enable businesses to maximize and optimize their technological advancements.

Over the years, he has initiated and developed the go-to-market strategy for consulting services in line with the sales organization structure and requirements of Dell's clients and global partners. He has also transformed the Dell business from traditional consulting to a more diversified portfolio. Prior to Dell Technologies, Walid worked with leading technology companies such as Sun Microsystems Inc.



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