

IDRIS LAMINA

AI Solutions Consultant | Enterprise SaaS | Automation & LLM Systems

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Profile

AI-focused Solutions Consultant with 10+ years delivering enterprise SaaS implementations across FinTech, MedTech, HRTech, Investment, and Government sectors. Bridges technical architecture and business outcomes through pre-sales engineering, API integrations, and stakeholder leadership. Hands-on experience with LLM systems, prompt engineering, AI agents, and building web applications that accelerate delivery and unlock operational efficiency.

Employment History

Solution Consultant (Enterprise SaaS)

Benifex (London, United Kingdom) – September 2023 - Present

- Primary technical owner across the full enterprise customer lifecycle — from pre-sales and technical demonstrations through implementation, adoption, and post-launch optimisation.
- Co-designed internal LLM-assisted automation tooling, reducing solution build cycles from 3–6 weeks to approximately 10 minutes.
- Translate complex requirements into scalable platform and API-driven solutions, partner with Product and Engineering to surface customer feedback into roadmap improvements.
- Mentor junior consultants and lead UAT, RFI/RFP responses, and enterprise security reviews.

Implementation Consultant

Beeline (London, United Kingdom) – January 2022 – September 2023

- Owned end-to-end implementation for Vendor and Workforce Management solutions, including Workday API integrations and complex data migration across global enterprise clients.
- Eliminated 100% of manual effort across multiple customer environments by translating processes into auditable, scalable workflows.
- Led discovery, scoping, UAT, and deployment cycles; maintained trusted technical relationships post go live.

Implementation Associate

Intapp (DealCloud) (London, United Kingdom) – April 2021 – January 2022

- Managed concurrent enterprise SaaS implementations with direct C-level engagement in regulated financial environments.
- Owned data mapping, legacy dataset migration, and workflow configuration aligned to compliance and long-term reporting requirements.

Lead Software Implementation Consultant

Invoke Software Ltd (London, United Kingdom) – January 2020 – April 2021

- Delivered solution configuration, technical demonstrations, pre-sales evaluations, and customer enablement; used SQL for data validation and troubleshooting.

Earlier Roles

Vistex, London (2018–2020) | Twenty Third Century Systems, Harare (2015–2018)

- Enterprise technical support, SAP CRM full-cycle implementations for government and enterprise clients, and production system management across regulated environments.

AI & Engineering Experience

- LLM and prompt engineering with Claude, ChatGPT, and AI-assisted coding tools; built agentic pipelines for sales, documentation, and delivery automation.
- Developed AI agents and workflow automation systems using Claude Code and OpenClaw, including tools used in active commercial projects.
- Built API-connected web applications using Python, JavaScript, and Node.js; shipped client-facing interfaces from Figma design through to front-end implementation.

Education & Qualifications

SAP Certified Application Associate – CRM (C_TCRM20_71) — SAP, June 2016

PGDip Information Management — Queen Mary University, 2012

BSc Business Information Technology (2:1) — Middlesex University, 2010

Core Skills

Solutions Engineering | Technical Pre-Sales | LLM & Prompt Engineering | AI Agent Design | Enterprise SaaS | API Integrations | Automation Architecture | Claude Code | Python | JavaScript | Node.js | SQL | Stakeholder Management | Agile Delivery