



City of Seattle Boards & Commissions Notice of Appointment

Appointee Name: <i>Dei'Marlon Scisney</i>		
Board/Commission Name: <i>Community Technology Advisory Board</i>		Position Title: <i>Get Engaged Member</i>
☒ Appointment OR ☐ Reappointment		City Council Confirmation required? ☒ Yes ☐ No
Appointing Authority: ☐ City Council ☒ Mayor ☐ Other:		Term of Position: * 9/1/2023 to 8/31/2024 ☐ <i>Serving remaining term of a vacant position</i>
Residential Neighborhood: <i>Lake City</i>	Zip Code: <i>98125</i>	Contact Phone No.: [REDACTED]
Background: <i>DeiMarlon Scisney "D", an Analytics and AI/ML specialist, has been living in Seattle for 3.5 years, focusing on scaling businesses owned by BIPOC, women, and LGBTQ individuals. He is passionate about diversity and representation, which was sparked during his time at Amazon Web Services (AWS). He created the Minority Partner Initiative, a program with a budget of over \$20 million, to support underrepresented groups in the AWS ecosystem. DeiMarlon now runs his own consulting firm, helping small and underrepresented businesses leverage technology, particularly Analytics and AI/ML, to gain valuable insights. He aims to bring his expertise and community work to the CTAB, contributing recommendations to the Mayor and City Council on important technology-related matters and advocating for equitable access to technology.</i>		
Authorizing Signature (original signature): <i>Bruce A. Harrell</i> Date Signed (appointed): 8/14/2023		Appointing Signatory: <i>Bruce A. Harrell</i> <i>Mayor of Seattle</i>

*Term begin and end date is fixed and tied to the position and not the appointment date.

Dei'Marlon Scisney

PROFILE

- Open-minded, analytical, and fast learner with demonstrated knowledge about sales, cloud computing, modern data strategy, building models, and customer service (CRM)
- Experienced in team-management, strategic alliance, working with key stakeholders, collaboration, and delivering results within the workforce

EDUCATION

B.A.: Biology and English Minors: Spanish and Gender Studies from Wabash College, Crawfordsville, IN.

GPA: 3.74

Technical Skills: Proficient in AWS cloud (AI/ML and Analytics), Azure Fundamentals, SQL, Spark, Data Visualization (Quicksight and Power BI), Python (Pandas/Matplotlib), Data Warehousing (Redshift & Snowflake), Kubernetes, JavaScript, Salesforce, Asana, and Terraform/Vault/Consul.

PROFESSIONAL EXPERIENCE

CEO, HOP BD Consulting (Helping the Overlooked Prosper)

July 2022 – Present

- Led HOP Consultancy in achieving a 20% Q/Q increase in revenue through the implementation of strategic pricing and revenue modeling initiatives.
- Successfully coached and mentored 20+ startup founders in building and scaling their businesses, resulting in 7 successful fundraising rounds and 3 successful product launches.
- Developed and executed multi-channel marketing campaigns for 40+ clients across various industries, resulting in a 25% average increase in lead generation and a 30% average increase in conversion rates.
- Expanded HOP Consultancy's service offerings to include technical training programs in partnership with leading industry experts, resulting in a 15% increase in client retention and a 20% increase in client satisfaction.

Startups Specialized SME (L6), AI/ML & Analytics, Amazon AWS Cloud

January 2022 – July 2022

- Engaged with 2500 startups (Fintech, Priority/early ISV, and HCLS) with a quota of \$70 million
- Consulted on modern data strategy best practices and adoptions of open-source solutions, ingestion (Lambda, Kinesis, Kafka, Confluent, Fivetran), data warehouses (Snowflake or Redshift), development of data lakes (S3 solution or Databricks) to derive ML (Sagemaker, Personalize, Recognition) or BI insights (Quicksight,) and cost-efficient query operations (Athena, Spectrum)
- Strategized, designed, and deployed cloud analytics and AI/ML architectures for top 50 accounts across SUS-2
- Built and executed go-to-market strategies that were vertical (Fintech/HCLS) and service specific (Redshift, Opensearch, EMR) resulting in 127% attainment YTD (\$46,957,272/\$36,974,230)

Account Manager (L5), ISV Sales Rep, Amazon AWS Cloud

May 2021 – January 2022

- Led 82 joint alliance meetings and introduced ISV solutions to internal account teams, exploring synergies that can be leveraged to aid in opportunity creation
- Created 62 AWS originated opportunities, resulting in over 15 million ARR created through co-selling motions
- Launched 13.7/15 million by EO Q3 2022
- Prospected into greenfield, enterprise, SMB, and startup leads on behalf of the ISV, resulting in 194% attainment
- Developed customized go-to-market initiatives for the ISV, specifically in security (Lacework, Tanium, Cequence, Aviatrix), AI/ML (DocuSign), and IAAC (Hashicorp)

Associate Account Executive, ENT II Sales Rep, Amazon AWS Cloud

January 2021- May 2021

- Collaborated with CSC account managers to help build new business client leads, enter new client data, and assist with opportunity execution and follow up, yielding 164% attainment
- Achieved 99% average customer satisfaction and SLA times

Associate Account Executive, Enterprise Sales Rep, Amazon AWS Cloud

June 2020- January 2021

- Prospected into Greenfield zero-biller leads, resulting in 182% total quota attainment.
- Led 60+ outbound calls per day to engage with C-Suite executives
- Led a panel on Intersectionality with global ID&E leaders

LEADERSHIP EXPERIENCE

Partnership/Events Coordinator, BEN Global

August 2020 – September 2022

- Oversaw all operations and programming under GDEI while working alongside BEN Global and BEN Seattle. Created and organized Black history month and Juneteenth programming 2022 across all of Amazon (Remarkably...)

Minority Partner Initiative, self-started PRFAQ with executive backing and funding of \$30 million. [PRFAQ](#)

Allypod - Coordinate all cyclical programs and podcasts for Amazons DEI Allypod. As coordinating producer, I recruit speakers for the podcast and create the scripts for each internal show. [PRFAQ](#)

PROFESSIONAL DEVELOPMENT

Certifications: AWS Cloud Practitioner, AWS Associate Solutions Architect Certification, AWS Machine Learning Specialty, Bertleman's Technology Scholarship for ML with Tensor Flow, Udacity/AWS Nanodegree program for ML Engineering, and Flat Iron School of Data Analytics.

Community Technology Advisory Board

10 Members: Pursuant to Ordinance 124736, all members subject to City Council confirmation, 2-year terms:

- 4 City Council- appointed
- 6 Mayor- appointed

Roster:

*D	**G	RD	Position No.	Position Title	Name	Term Begin Date	Term End Date	Term #	Appointed By
2	M	7	1.	Member at Large	Omari Stringer	1/1/23	12/31/24	1	City Council
3	F	3	2.	Member at Large	Camille Malonzo	1/1/22	12/31/23	2	Mayor
2	NB	2	3.	Member at Large	Isabel J. Rodriguez	1/1/22	12/31/23	1	Mayor
6	F	3	4.	Member at Large	Merrill Miller	1/1/23	12/31/24	1	City Council
2	F		5.	Education Member	Aishah Bomani	1/1/23	12/31/24	1	Mayor
2	M	5	6.	Get Engaged Member	Dei'Marlon Scisney	9/1/23	8/31/24	1	Mayor
2	M	7	7.	Member at Large	Dr. Tyrone Grandison	1/1/22	12/31/23	2	City Council
6	M	7	8.	Member at Large	Coleman R. Entringer	1/1/22	12/31/23	1	Mayor
2	M		9.	Member at Large	Femi Adebayo	1/1/23	12/31/24	2	City Council
1	M	7	10.	Public Access Member	Phillip Meng	1/1/23	12/31/24	1	Mayor

SELF-IDENTIFIED DIVERSITY CHART

					(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
	Male	Female	Transgender	NB/ O/ U	Asian	Black/ African American	Hispanic/ Latino	American Indian/ Alaska Native	Other	Caucasian/ Non-Hispanic	Pacific Islander	Middle Eastern	Multiracial
Mayor	3	2		1	1	3	1			1			
Council	3	1				3				1			
Other													
Total	6	3		1	1	6	1			2			

Key:

*D List the corresponding *Diversity Chart* number (1 through 9)

**G List *gender*, M= Male, F= Female, T= Transgender, NB= Non-Binary, O= Other, U= Unknown

RD Residential Council District number 1 through 7 or N/A

Diversity information is self-identified and is voluntary.