

Mohammed Sidki Al Tenbakji

Founder & CEO | Technology Executive — Cloud Operations & Product Engineering

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PROFESSIONAL SUMMARY

Founder and CEO who leads from the front. Took Secure Domains from a blank page to \$1M+ ARR — turning a bold idea into DNS Armor, MEA's first and only unified cloud DNS security platform, run 24/7 across 52 multi-cloud geographies for governments, telecoms and banks. Rare breadth across the full technology spectrum — engineering, architecture, infrastructure and cybersecurity — fused with a \$15M+ career ACV commercial record, six consecutive years above quota and #1 EMEA SaaS and #1 EMEA Security rankings. Builds and inspires high-performing teams, drives cost discipline and cloud unit economics, and earns the trust of boards and regulators across the GCC.

CORE COMPETENCIES

Executive & Organizational Leadership: P&L ownership; operating budgets and capital strategy; organization design and scaling; executive hiring; board and investor relations; cross-functional leadership

Cloud & Operations Strategy: Multi-cloud strategy (AWS, Azure, GCP); global infrastructure operations; SRE and reliability management (SLA/SLO); FinOps and cloud unit economics; business continuity and disaster recovery; vendor and capacity management

Product & Engineering Leadership: Product strategy and roadmap; platform architecture governance; multi-tenant SaaS; AI/ML product integration; secure SDLC; agile delivery and release management

Go-to-Market & Commercial: GTM strategy; pricing and packaging; government and enterprise engagement; strategic partnerships and alliances; fundraising and accelerators

Security, Risk & Compliance: Data sovereignty and residency; Zero Trust strategy; threat intelligence; regulatory alignment (NCA ECC, SAMA, PDPL, GDPR); security governance

Broad Technology Foundation: Rare first-hand depth across engineering, architecture, infrastructure and cybersecurity — the credibility to challenge designs, weigh trade-offs and set technical direction with engineering teams, while leading through architects and team leads

CAREER HIGHLIGHTS

- Built Secure Domains from the ground up to \$1M+ ARR as Founder & CEO — company formation, team building, product, operations and go-to-market.
- Conceived, architected and shipped DNS Armor — MEA's first sovereign, multi-tenant, AI-driven cloud DNS security platform — and operate it across 52 multi-cloud geographies.
- Own the company P&L: operating budget, cloud unit economics, cost reduction, pricing and packaging, hiring plan and capital strategy.
- Led Secure Domains to 2nd place of 157 global startups at the CTIB AWS Accelerator with the UAE Cybersecurity Council — the only MEA-headquartered company in the global Top 5.
- Delivered \$15M+ ACV (FY20–FY23) with six consecutive years above quota (peak 160%); ranked #1 EMEA SaaS (147%) and #1 EMEA Security (139%) at Infoblox.

PROFESSIONAL EXPERIENCE

Founder & CEO — Secure Domains

Oct 2023 – Present | Riyadh, Saudi Arabia / Dubai, UAE | Full executive ownership: strategy, P&L, product, engineering, cloud operations, go-to-market

- Built the company from the ground up to \$1M+ ARR — incorporation, product, first customers, recurring revenue.
- Own P&L, operating budget and capital strategy; set company vision, product roadmap, pricing and hiring plan.
- Built and lead the team — recruited engineering, operations and go-to-market talent; set culture, cadence and performance framework.
- Drive cost reduction and cloud unit economics — infrastructure right-sizing, vendor negotiation and FinOps discipline across a multi-cloud estate.

- Lead engineering, platform architecture and 24/7 cloud operations of a sovereign, multi-tenant platform spanning 52 multi-cloud geographies (AWS, Azure, GCP).
- Built DNS Armor end-to-end — unifying AI-driven threat protection with authoritative DNS services in one sovereign platform, with in-country data residency by design.
- Drove the company to 2nd of 157 at the CTIB AWS Accelerator; lead go-to-market across MSPs, government and enterprise.

Security Consultant (consulting engagement) — Zscaler

May 2024 – May 2025 | Riyadh, Saudi Arabia

- Led cloud-security strategy and enterprise adoption on Zero Trust principles — security assessments, policy architecture and executive enablement across national accounts.

Senior Solutions Architect, Service Providers META — Infoblox

Aug 2022 – Oct 2023 | Dubai, UAE

- Achieved \$3.5M ACV in FY23 (107% attainment); won the Top Telco SA Expansion Award (EMEA) with \$820K self-generated pre-sales.
- Key wins: Mobily (\$900K), Etisalat UAE (\$660K), Salam (\$380K), STC (\$220K).

Lead Solutions Architect, Enterprises KSA — Infoblox

Mar 2017 – Nov 2022 | Riyadh, Saudi Arabia

- Exceeded quota six consecutive years: \$4.8M FY22 (117%), \$3.9M FY21 (130%), \$3.1M FY20 (160%).
- Ranked #1 EMEA SaaS (147%) and #1 EMEA Security (139%) in FY22; scaled the team from 3 to 10.
- Key wins: NEOM (\$700K), Saudi MoD (\$780K), SABIC (\$470K), Ministry of Education (\$670K), Al Rajhi Bank (\$570K).

Regional Consultant, Professional Services — Infoblox

Jun 2016 – Feb 2017 | Riyadh, Saudi Arabia

- Delivered pre-sales and professional-services engagements — from proof of concept through detailed design and delivery — across enterprise and government, laying the foundation of the KSA enterprise practice.

Earlier Career — A10 Networks, MDSA, Mobily

2011 – 2016 | Saudi Arabia

- A10 Networks (2014–2016): Principal Consultant META and L3 Support Engineer — led pre-sales and professional-services delivery of application-delivery and network-security programs for Tier-1 telcos, government and banks (Mobily, STC, Zain, GACA, KAUST).
- MDSA (2013–2014): Network Engineer — delivered flagship enterprise network programs for Gulf International Bank and King Faisal University.
- Mobily (2011–2013): Application Delivery Engineer — operated nationwide internet-gateway application-delivery and security services for one of Saudi Arabia's largest telcos.

EDUCATION

Bachelor of Science, Computer Engineering — King Fahd University of Petroleum & Minerals (KFUPM), Saudi Arabia, 2007–2011. Major GPA 3.67; final-year GPA 3.91/4.0.

CERTIFICATIONS

CISSP (Certified Information Systems Security Professional) — (ISC)², ID 497559 | CCIE Security (Written), CCNP R&S, CCDP, CCSP — Cisco | Infoblox Core DDI (CDAT, CDIC, CDBC) | F5 BIG-IP Administrator | A10 Application Delivery Engineer

LEADERSHIP RECOGNITION

- Led the only MEA-headquartered company into the global Top 5 (2nd of 157) — CTIB AWS Accelerator, with the UAE Cybersecurity Council.
- Builds and structures high-performing organizations — engineering, operations and go-to-market — from first hire to full operating cadence, with clear roles, culture and performance frameworks.
- Ranked #1 among EMEA architects — SaaS (147%) and Security (139%), Infoblox FY22; Top Telco Expansion Award (EMEA); EMEA Top Sales with six consecutive years above quota.
- Trusted advisor to national flagship programs — NEOM, Saudi Ministry of Defense, STC, and leading banks and telcos.

LANGUAGES

English (fluent) | Arabic (native)