

EXECUTIVE PROFILE

Jamie Cohen

EXECUTIVE TECHNOLOGY LEADER · BOARD ADVISOR · NON-EXECUTIVE DIRECTOR

Clear judgement for consequential technology decisions.

I help boards, executive teams and investors make better decisions when technology choices carry material commercial, operational or organisational consequences.

Across more than 25 years, I have recovered critical client engagements, stopped investment in unsuitable technology, built engineering organisations, created new commercial platforms and established governance where experimentation had outpaced control.

My contribution is not simply technical expertise. It is the ability to understand complexity, determine what matters and give leaders a clear basis for action.

92%

Reduction in critical incidents on a strategically important global engagement.

\$45m+

Contract renewals supported by restored service performance and confidence.

60+

Specialists recruited across engineering, AI, data and advanced computing.

29

Provisional AI patent applications on which I am a named inventor.

AREAS OF JUDGEMENT

Technology investment · Product and platform direction · AI adoption and governance · Technology risk and assurance · Organisational capability · Delivery recovery and operating performance

Judgement in practice

Three examples where the quality of the decision mattered more than the fashionability of the technology.

01 · RECOVERY

Recovering a critical global engagement

SITUATION

A strategically important financial-services engagement had suffered 43 major incidents in the preceding year. Three previous leadership interventions had failed, client confidence had deteriorated and the long-term commercial relationship was at risk.

JUDGEMENT

The immediate pressure was to continue delivering visible features. I concluded that this would preserve the underlying instability rather than solve it. I secured agreement to pause feature delivery while the engineering foundations, operating model and accountability structure were rebuilt.

The important decision was not how to deliver faster. It was recognising when delivery needed to stop.

3 years

without a global outage, following a 92% reduction in Severity 1 incidents.

\$45m+

in two subsequent contract renewals.

02 · INVESTMENT

Redirecting an unsuitable technology investment

SITUATION

An emerging product initiative had accumulated architectural complexity before establishing a credible route to a scalable commercial product.

JUDGEMENT

Rather than improve an approach that was fundamentally unsuitable, I recommended stopping the investment and replacing it with a cloud-native product strategy. I secured executive backing, established a new operating model and built a multidisciplinary organisation spanning software engineering, AI, data science and advanced computing.

Continuing an investment is not inherently safer than stopping it.

60+

specialists recruited into a new multidisciplinary engineering organisation.

New

AI, optimisation and cloud-native capabilities created and commercialised.

03 · GOVERNANCE

Turning fragmented AI activity into an investment discipline

SITUATION

AI activity had grown rapidly across a global technology business, but experimentation, governance and portfolio visibility had developed unevenly.

JUDGEMENT

The priority was not to create more demonstrations. It was to give leaders a coherent view of what existed, what was valuable, what created risk and where further investment was justified. I established a consistent governance model, created portfolio visibility and shaped a sovereign AI knowledge-platform architecture.

AI becomes useful when organisations can govern decisions, not merely generate outputs.

100+

applications brought into a clearer portfolio and governance view.

29

provisional patent applications spanning governance, security and retrieval.

Executive record

UNISYS

Executive Architect

2025–present

Enterprise-wide leadership across architecture, AI strategy, technology governance and long-term investment planning within a global technology business of approximately \$1 billion. Established portfolio visibility and AI governance across more than 100 applications, introduced LeanIX to strengthen lifecycle and investment decisions, and shaped the architecture of a sovereign AI knowledge platform.

UNISYS

Senior Solutions Director

2023–2025

Built a multidisciplinary engineering organisation of more than 60 specialists to create and commercialise AI, optimisation and cloud-native capabilities. Stopped investment in an unsuitable architecture, secured backing for a new product strategy and connected engineering priorities more directly to commercial outcomes.

UNISYS

Delivery Director

2016–2023

Recovered a strategically important global financial-services engagement after three previous leadership interventions. Reduced major incidents by 92%, achieved three years without a global outage, increased client NPS from 3.5 to 10 and supported contract renewals worth more than \$45 million. Also led a COVID-response platform delivered in three months and generating multi-million-dollar revenue.

LAST MILE LINK

Consultant

2015–2016

Built the engineering organisation, architecture and delivery model for a logistics start-up. Re-platformed the product to AWS and delivered its first operational release, helping secure a further multi-million-pound investment round.

VERSATILE SYSTEMS

Director

2001–2015

Helped grow a specialist technology consultancy serving major international organisations. Increased customer revenue by more than 30%, grew the engineering organisation from approximately 40 to more than 60 specialists and led engagements for Comcast, Motorola, GE Money and Hershey.

Board & advisory

Valeo Consulting Group

NON-EXECUTIVE DIRECTOR

Strategy, organisational capability, technology direction and commercial growth.

Stealth Technology Venture

NON-EXECUTIVE DIRECTOR

Company strategy, operating model, go-to-market decisions, technology direction and governance.

Bel Allure Travel

BOARD ADVISOR

Growth strategy, digital investment, operational resilience and business scalability.

Selected experience

Financial services
Enterprise technology
Aviation and logistics
Telecommunications
Consumer products
Travel and hospitality
Venture-backed businesses

Executive development

Digital MBA for Technology Leaders

CTO ACADEMY

Non-Executive Director Academy

CONNECTD

Contact

jamie@jamiecadvisory.com
07720 069783
jamiecadvisory.com
linkedin.com/in/jamiecohenuk