

A highly entrepreneurial Systems Engineer and Senior Manager experienced in delivery of cloud architectures and supporting technology initiatives designed to meet customer's strategic goals and desired outcomes.

EXPERIENCE

Amazon Web Services

Sept 2021 - present

Solutions Architect Manager - EdTech

- Leading and mentoring a team of Solutions Architects supporting EdTech ISV customers across the AWS ecosystem. Partnering with sales to develop strategy and align AWS services to customers' desired outcomes and business goals so as to help them develop scalable EdTech solutions leveraging Gen AI, analytics, and cloud infrastructure. Managing team performance, cultivating customer relationships, and influencing product roadmaps through field insights.

Amazon Web Services

Apr 2021 – Sept 2021

Worldwide Communications Manager - Enterprise Support

- Oversaw internal communications and change control for Enterprise Support worldwide. Executed on a 2 year strategic plan to raise the bar on how communications is handled in E.S.

Amazon Web Services

Nov 2018 – Apr 2021

Enterprise Support Business Operations Manager

- Functioning as "COO" for the US Central and Canada areas of Enterprise Support, focused on tactical and strategic planning, operational efficiency, process improvement, and delivering business insights to the Area Lead and the Managers of this group.

Amazon Web Services

Nov 2016 – Nov 2018

Enterprise Support Manager – East Region AMERICAS

- Managed a team of 20 Technical Account Managers who operated as Technical Advisors and Cloud Engineers to AWS customers who subscribe to our top tier support level. Engagement from the CXX level to the Tactical Operations level to build trust and guide customers towards successful transformation of their production application stacks and workloads onto AWS.

Amazon Web Services

Feb 2016 – Nov 2016

Sr. Technical Account Manager

- Worked with AWS's largest customers to help them navigate the operational challenges of cloud computing, supporting the transformation of legacy infrastructures into cloud cognizant designs.

Revcontent

Aug 2015 – Feb 2016

Director of Cloud Engineering

- Hired as the team lead of a newly formed cloud engineering group whose mission was to develop a real time, streaming, ETL and content targeting application stack built entirely in the AWS cloud. The goal was to transform the existing LAMP stack application and colo back end infrastructure. This was accomplished successfully.
- Deployed a global fleet of Aerospike clusters into 8 Availability Zones across 4 Regions of the Amazon cloud, replacing a memcache architecture, resulting in much faster targeting and increased revenue, almost immediately, for the company.
- Developed a multi/parallel QA environment deployment facility that replicated into the cloud unique instances of the entire production environment, in miniature, in containers, for multiple developer/qa teams.

Tremor Video

Sept 2011 – Aug 2015

Senior Director of Systems Engineering

Presley Acuna

433 Third Street #3
Brooklyn, N.Y. 11215

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- Managed 12 Systems Administrators, overseeing a 24/7, high volume, real time ad-serving and bidding environment, as well as Corporate I.T. services and infrastructure, database transactional systems, big data processing and analytics applications.
- Responsible for a 400+ host ad serving and DSP/SSP hybrid infrastructure, residing in the cloud and in two physical, geographically distributed data centers, delivering over 1 BB ads per month.
- Replaced existing Dev/Test/Stage/Beta physical environment of random hardware with a VMWare ESX based, private cloud platform with self service capabilities that provided true, end-to-end testing capabilities for the first time.
- Migrated Cloudera hadoop massively parallel computing infrastructure from an on-premise footprint to a fully cloud based, highly elastic, virtual infrastructure in the AWS cloud (EMR).

Ringleader Digital

May 2009-Sept 2011

Director of Technology

- Department Manager and Hands on Administrator of a 168 host ad serving infrastructure, delivering ads to mobile devices and providing anonymous profiling capabilities to advertisers, agencies and publishers so as to enable monetization and targeting of ads being served.
- Developed sophisticated capacity planning model for forecasting of tech spend and accompanying physical plant requirements based on volume forecasts.

IX Consulting, Inc.

2003-2009

Freelance Consultant

JPMorgan Account - Verizon Enterprise Solutions Group

2001-2003

Senior Technology Manager

- Overseeing a staff of 50 engineers, managed eCommerce and Groupware core/shared services on a \$30MM annual contract, overseeing service delivery and product engineering.

Unicast Communications

1999-2001

Technology Manager – Information Systems and Infrastructure

- Hands on Management of Web Servers, Linux Back End Systems, Active Directory and Exchange, Cisco Networking, MySQL Data Base Administration, Data Analysis and Business Systems for this global Internet advertising service provider

Sakura Global Capital

1991-1999

Director - Systems and Technology

- Managed a team of software engineers and systems administrators for this global Interest Rate Swaps boutique.

Certifications:

- AWS Certified AI Business Strategist
- AWS Generative AI Accreditation- Foundational
- AWS Certified AI Practitioner
- AWS Certified Solutions Architect – Professional
- AWS Certified Devops Engineer - Professional

Publications:

- [Infrastructure Event Readiness Whitepaper](#) – Dec 2018

REFERENCES: Upon Request.