
PROFESSIONAL SUMMARY

Accomplished technology leader with 14+ years of experience designing solutions for global Fortune 2000 enterprise customers and startups around cloud computing technology services. Demonstrated success in defining, designing, architecting, implementing and launching over 10 AWS Cloud Services. Recognized spokesperson with an extensive portfolio of publications to propagate technological insights at scale for press, analysts, and customers. Proven prototyping skills for customer engagements and demonstrations. Inventor of two US patents with seven additional patents pending.

PROFESSIONAL EXPERIENCE

AWS - Principal Solutions Architect, Industry Products (US)

2019 - Present

- Working as technical advisor on deals with Fortune 500 customers (PepsiCo, Ford, etc.) in the range of \$30M+ to define the deal technical and IP structure; acting as a liaison between AWS C-Level suite and customer C-Level suite executives.
- Acting as the Lead Architect of the AWS/BlackBerry alliance for the development of [BlackBerry IVY](#); a major BlackBerry product co-developed with AWS for the automotive market. Engagement deliverables included technical architecture guidance to the BlackBerry & AWS engineering team, user persona design to guide product development, creation of user feedback mechanisms for the roadmap and filing of patents. Product launch support included delivery of multiple webinars (1k+ attendees), [conference session](#) (+300 live attendees), [press interviews](#), and review of press release materials.
- Leading technical customer meetings (BMW, Ford, Toyota, Rivian, etc.), and building technical assets ranging from technical presentations to creation of prototypes (Jaguar Land Rover, Stellantis, Sonatus), demonstrations, [whitepaper](#) and product roadmap for new AWS services.

AWS - Principal Product Solutions Architect, IoT (US)

2018 - 2019

- Led engagements for the VP of the AWS IoT organization to implement IoT based solutions for strategic customer acquisitions such as musical instrument manufacturer, Fender. [Projects](#) were showcased in Werner Vogels' (Amazon CTO) [keynote](#) in 2018 with 100k+ views and led to the creation of new AWS services such as [Amazon Monitron](#) (predictive maintenance), launched in 2020.
- Designed, built, and launched a complete training curriculum, the [IoT Foundation Series](#), with the AWS Training and Certification team, becoming the first official training for AWS IoT Technologies. Deliverable consisted of 10+ hours of content, 4 separate courses, with 10+ technical experts, resulting in over 30k users trained to date.
- Managed the technical content and delivery of all breakout sessions of the [IoT Track](#) at AWS RE:Invent 2019; managing 40+ speakers to create 20+ sessions, with over 25k views to date.
- Contributed to the [IoT Atlas](#) open-source project to share IoT best practices with customers across cloud providers.

AWS - Senior Technical Program Manager, IoT (US)

2016 - 2018

- Developed presentations and demonstrations for the AWS IoT VP's keynote at annual AWS RE:Invent conferences in [2017](#) and [2018](#) in collaboration with Tom Soderstrom (NASA's CTO) for the launch of AWS IoT Greengrass and FreeRTOS.
- Designed and implemented feedback mechanisms for product development of the IoT organization, used to connect 20+ PMs with 10k+ customers across 10+ AWS services and 300+ features. Feedback was delivered directly to PMs for the creation of new products for the organization.
- Created the [documentation](#) for product launch of AWS IoT Greengrass, led implementation of features for AWS IoT Core such as the [integration](#) with Salesforce, and migrated key customers such as British Gas Centrica to drastically improve the adoption of AWS IoT Greengrass; resulting in a 3 orders of magnitude usage increase.
- Delivered integration with strategic IoT partners such as Sigfox (10M+ messages per day) with accompanying demonstration and [blog post](#).
- Delivered internal IoT customer analysis 6-pager for the VP's of the IoT organization to improve customer adoption; galvanizing 15 strategic initiatives out of the 32 proposed recommendations across the IoT and adjacent organizations (Marketing, Business Development, Sales, Professional Consultants) with VP level approval.

- Delivered 10+ conference sessions, 4 [webinars](#) & [demonstrations](#), and 3 [blog](#) articles for a total of 45K+ views. Conducted 8 press [interviews](#) for product launches (2.35M+ views). Awarded top IoT track speaker at AWS RE:Invent 2 years in a row from more than 350 customer ratings. Managed the public certification process for the IoT organization (17 speakers).

AWS - EMEA Solutions Architect Specialist, Mobile & IoT (Europe) 2016

- Led top EMEA customer engagements related to IoT & Mobile technologies with Fortune 2000 customers (Nestlé, Air Liquide, ENEL, Philips, IKEA, ENGIE, etc.) with delivery of proof of concepts to catalyze customer-service adoption.
- Worked on the combined use of Amazon Alexa and IoT technologies in customer engagements and delivered a [blog article](#) and a breakout session with a [demonstration](#).

AWS - AWS Solutions Architect (France) 2012 - 2015

- Led technical customer engagements with Fortune 2000 customers (Schneider Electric, Lafarge, Havas, Société Générale, BNP Paribas, Amadeus, Alstom, Bouygues Telecom, Pernod Ricard, Vente-privée, Legrand, etc.) including delivery of AWS service prototypes resulting in new and strengthened customer relationships.
- Contributed to thought leadership related to web applications with 9 webinars, 3 articles (2 [press](#), 1 [blog](#)), 1 [Reference Architecture](#), 3 [breakout sessions](#) (web, mobile, streaming technologies) at AWS Paris Summit, 1 [breakout session](#) (IoT technologies) at RE:Invent, and delivered 15 AWS training sessions as an AWS instructor for customers with over 1k developers trained.
- Created an internal application to collect customer feedback to scale the Solutions Architect function. Application was deployed to 4500+ employees at AWS and received an Amazon Door Desk award signed by Jeff Bezos.

CAPGEMINI - Technical Lead Cloud Computing (France, Switzerland) 2010 - 2012

- Led a team of 10 software engineers to deliver the [implementation](#) of a migration from mainframe to Salesforce.com micro-services for a top insurer in Switzerland (TCS). Managed technical integration environments and pipelines to build, integrate, test, and deliver more than 10 software releases with a code coverage higher than 75%, including 3 production releases.

CERTIFICATIONS, PATENTS, PROGRAMMING LANGUAGES, PORTFOLIO

CERTIFICATIONS: Google Professional Cloud Architect, Google Associate Cloud Engineer, AWS Machine Learning – Specialty, AWS Alexa Skill Builder – Specialty, AWS Solutions Architect – Professional, AWS Solutions Architect – Associate, AWS Developer – Associate, AWS DevOps Engineer – Professional, AWS SysOps Administrator – Associate, Salesforce.com Developer 401.

PATENTS: Inventor of two US patents ([11645282](#), [11743334](#)) with seven patents pending with the USPTO file between 2020 and 2023, related to automotive, machine learning and IoT systems.

PORTFOLIO: Exhaustive portfolio can be viewed at <https://bit.ly/michael-folio>.

PROGRAMMING LANGUAGES: Delivered production code in JAVA, APEX and SQL. Wrote Python, Node.js, Ruby, C++, C, HTML, CSS, Javascript, Scala, Shell, and php for prototypes, demonstrations and academic purposes.

EDUCATION

Master's Degree in Computer Science and Electronics 2004 - 2009
 Institut Supérieur de l'Electronique et du Numérique (ISEN; Higher Institute for Electronics and Digital Training) - French engineering school part of the Grandes Ecoles.

LANGUAGES

Bilingual proficiency in **English** and **French** (native tongue), elementary proficiency in **Spanish**.