

# Michael Garcia

Principal Cloud Architect | Enterprise AI & Cloud Strategy

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## PROFESSIONAL SUMMARY

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15+ years of enterprise cloud architecture and advisory experience, including 12+ years at AWS shaping cloud strategy for Fortune 500 customers in automotive, manufacturing, and IoT. Led C-level and VP-level customer engagements, secured \$109M in internal product investment, and advised on \$30M+ enterprise deals. Participated in the launch of 10+ AWS Cloud Services. Accumulated three Google certifications (Generative AI Leader, Professional Cloud Architect, Associate Cloud Engineer) as well as 10+ AWS Cloud certifications. Inventor of 6 published US patents (7 pending) across cloud-native vehicle architecture, edge computing, and AI. Recognized global speaker and content producer at events such as CES and RE:Invent, participating at 30+ events and educating 200K+ developers through sessions, workshops, demonstrations, articles and whitepapers. Recipient of the Amazon Door Desk Award signed by Jeff Bezos for scaling the Solutions Architect function.

## TECHNICAL SKILLS

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**Enterprise Architecture:** Cloud Strategy, Roadmap, Hybrid Cloud, Edge-to-Cloud Architecture, Distributed Systems, Microservices, Serverless, Data Mesh, Data Lakes & Warehouses, API Design, DevOps.

**Cloud Platforms:** Google Cloud Platform (GCP), Google Vertex AI, AWS (Bedrock, Lambda, Kinesis, IoT Core, SageMaker, EKS, DynamoDB, S3), Multi-Cloud Architecture, On-Premises-to-Cloud Migration, Infrastructure Modernization.

**AI & Generative AI:** Large Language Models (LLM), Generative AI, AI Agents (MCP, A2A), Retrieval-Augmented Generation (RAG), Prompt Engineering, Fine Tuning, Embeddings & Vector Search, Model Evaluations, Multi-Modal AI, Computer Vision, Reinforcement Learning, Natural Language Processing (NLP).

**AI Models & Tooling:** Gemini, Claude, GPT, DeepSeek, Qwen; Claude Code, Gemini CLI, Kiro, Antigravity, LangChain, LangGraph.

**IoT & Edge:** Edge Computing, MQTT, IoT Architecture, Embedded Systems, OTA Updates, ADAS, Software-Defined Vehicles, Real-Time Event Processing, Predictive Maintenance.

**Programming:** Java, Python, Node.js, JavaScript, Go, Ruby, C++, C, SQL, Scala, Shell; production delivery in Java, APEX, SQL.

**Languages:** English (Fluent), French (Native), Spanish (Elementary).

## PROFESSIONAL EXPERIENCE

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### Principal Solutions Architect, Applied AI ♦ Amazon Web Services (AWS)

May 2025 – Present | Chicago, IL

- Lead architect to improve 4+ emergent Generative AI products for the Applied AI organization at AWS, assessing and refining early product market fit with enterprise customers.
- Built generative AI proof of concept (MCP, Figma, Gitlab) for supporting technical engagement with Porsche, and for an SVP level goal which was successfully completed in 2025.
- Built internal tooling and guidance with Kiro, Claude Opus, Amazon QuickSuite agents to accelerate the adoption of AI for Amazon Connect customers, which resulted in 6 breakout sessions to be showcased to 600+ partners.

- Received US Patent 12,462,618 for an AI/ML-powered vehicle analysis system using edge computing for real-time predictive diagnostics — extending a portfolio of 5 published patents across distributed systems and AI.

### **Principal Solutions Architect Lead, AWS Solutions (Automotive) ♦ Amazon Web Services (AWS)**

*Jun 2022 – May 2025 | Chicago, IL*

- Authored the technological roadmaps and investment narratives for 3 automotive cloud products, securing \$109M in organizational funding from AWS leadership and driving 250+ resulting hires — operating as a trusted advisor to executives on both technical feasibility and business case.
- Built end-to-end AI strategy for automotive product portfolio, led a team of 4 architects to deliver GenAI prototypes for Honda, Subaru, Sony Honda Mobility, and VolvoCars — accelerating AI adoption across 4 major automotive OEMs.
- Presented at CES 2024 alongside Sonatus, demonstrating real-time ADAS event enrichment using computer vision, distributed data streaming, and container orchestration.

### **Principal Solutions Architect, Industry Products (Automotive) ♦ Amazon Web Services (AWS)**

*May 2019 – May 2022 | New York, NY*

- Served as technical advisor on \$30M+ enterprise deals, liaising between AWS C-level executives and C-Level counterparts at BlackBerry. Aligning cloud architecture roadmap to strategic business outcomes related to engagements with BMW, Ford, Toyota, and Rivian.
- Led architecture and go-to-market for the AWS/BlackBerry IVY joint platform — an OS-agnostic, edge-first vehicle data platform — delivering SDK architecture, developer workshops, press interviews, and OEM engagement; Bosch announced IVY integration in its Information domain computer (CES 2022).

### **Principal Solutions Architect, IoT ♦ Amazon Web Services (AWS)**

*Sep 2018 – May 2019 | New York, NY*

- Led CIO-level engagements with Fender Musical Instruments, delivering multi-prototype IoT and ML solutions (predictive maintenance, computer vision, edge analytics); work was featured in Amazon CTO Werner Vogels' re:Invent keynote (100K+ views) and contributed to the creation of a new AWS product.
- Designed and launched the IoT Foundation Series training program — 10+ hours, 4 courses, 10+ technical experts — onboarding 30,000 developers in year one and establishing the global curriculum for enterprise IoT adoption on the cloud platform.
- Designated AWS Tier 1 speaker (~150 employees worldwide) and Press Certified (~100 worldwide) — 10+ press articles amounting to 250k views.

### **Senior Technical Program Manager, IoT ♦ Amazon Web Services (AWS)**

*Aug 2016 – Sep 2018 | Seattle, WA*

- Orchestrated deployment planning for 850k device IoT deployment at British Gas (600x larger than all existing deployments combined), managing end-to-end change management from contract signature through production go-live.
- Designed feedback mechanisms connecting 20+ Product Managers with 10K+ customers across 300+ features, driving product improvements that accelerated customer adoption.
- Delivered cross-organizational customer analysis resulting in 15 implemented strategic initiatives (of 32 proposed) with VP-level approval, directly improving customer onboarding and value realization.

## **EDUCATION**

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**Master's Degree in Computer Science and Electronics ♦ ISEN — Institut Supérieur de l'Electronique et du Numerique (Grandes Ecoles, France) (2009)**