

# Tyler Brown

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## Summary

Cloud Solutions Architect candidate with AWS, Azure, and Google Cloud certifications and 10+ years of success in sales, business development, and industrial solutions. Proven ability to manage client relationships, solve complex problems with technical solutions, and lead cross-functional teams. Strong foundational knowledge of cloud architecture (IaaS/PaaS/SaaS) and a passion for driving digital transformation. Motivated to leverage a blend of technical cloud expertise and business acumen to deliver innovative cloud solutions and support enterprise cloud transformation projects.

## Skills

- Cloud Platforms: AWS, Microsoft Azure, Google Cloud Platform (GCP)
- Architecture & Tech: Cloud Architecture & Migration Strategies, Solution Design, IaaS, PaaS, SaaS, Virtualization, Basic DevOps Concepts
- Business & Leadership: Client Relationship Management, Consultative Selling, Strategic Problem-Solving, Requirements Analysis, Project Management, Communication

## Certifications

- AWS Certified Solutions Architect – Associate (2025)
- Microsoft Certified: Azure Solutions Architect Expert (2025)
- Google Cloud Certified Associate Cloud Engineer (2025)
- Certified Kubernetes Administrator (CKA) (2025)
- Terraform Associate (2025)

## Experience

### North American Industry Manager - Biomass & Industrial

ANDRITZ Feed and Biofuel | Muncy, PA

Mar 2024 – Present

- Lead North American strategy for biomass and industrial solutions, aligning sales and technology initiatives across cross-functional teams.
- Support complex technical sales cycles, delivering consultative value to clients and helping guide long-term digital and operational transformation.
- Interface with engineering, product, and executive stakeholders to align solutions with client goals.
- Spearheading efforts to integrate smart technologies and remote monitoring solutions into legacy systems.

### Business Development Manager

AMANDUS KAHL USA Corporation | Alpharetta, GA

Dec 2017 – Feb 2024

- Managed client relationships and technical sales strategy for high-value industrial pelleting equipment and turnkey solutions.
- Led new market development in biomass and feed sectors, increasing regional revenue and improving equipment up time through customer-focused solutions.
- Served as a technical consultant to clients, providing support in plant optimization, process layout, and machinery life-cycle planning.
- Played a key role in expanding U.S. market presence, supporting trade shows, technical seminars, and strategic partnerships.

### Senior Export Sales and Logistics Coordinator, Industrial Division

Exide Technologies, LLC | Milton, GA

Dec 2014 – Nov 2017

- Oversaw global exports for hazmat industrial batteries from North America, serving as the company's lead hazardous goods logistics expert.
- Coordinated international shipping operations, compliance, and documentation to ensure timely and compliant delivery to global clients.
- Acted as the liaison between manufacturing, sales, and regulatory bodies to maintain customer satisfaction and meet shipping KPIs.

## Education

Bachelor of Science in Mechanical Engineering, University of New Mexico (2013)

- Senior project focused on renewable energy systems and industrial fluid dynamics.

\*Additional training: Cloud architecture boot camps and self-directed labs for AWS, Azure, and GCP environments.\*