

Dennis Kori Gichuki

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Summary

Cloud Solutions Architect/Engineer and Business Development Specialist with expertise in cloud engineering, cloud security, pre-sales, and strategic alignment based on the proven track record in cloud migration, infrastructure design, and driving revenue through client-centric solutions. Experienced in engaging C-suite executives, managing cloud sales cycles, delivering tailored cloud solutions, and continually optimizing cloud environment for security, cost, and overall efficiency and efficacy. Strong technical background in the AWS and cloud security, as well as hands-on expertise in automation, data engineering, networking, and DevOps. Adept at fostering strategic partnerships and driving cloud adoption and currently pursuing an MBA to enhance strategic leadership in cloud business development.

Professional Experience

Senior Solutions Architect, Huawei

(October 2025 to date)

- Leading solution derivation and delivery based on business objectives while adhering to outlined constraints.
- Serving as the technical voice when engaging with clients to drive and engage with technical teams and business teams to bridge the business/technical objectives.
- Driving discussions with CXO executives to identify pain points and effective solutions by leveraging sectorial and industry knowledge.
- Driving revenue outcomes through effective client engagement and relationship building to ensure longevity in client engagements.
- Serving as the liaison between a client and technical teams to ensure the delivery of a solution that meets outlines business and technical objectives.
- Lead the derivation and review of solutions by fellow solutions architects to ensure alignment and support the channel and cloud-business development managers in growing the pipeline.

Cloud Engineer, Deloitte

(October 2024 to October 2025)

- Architecting and designing servers, network connectivity, and software configurations for cloud computing infrastructures and applications with a focus on DevOps principles.
- Delivering solutions for integration between Cloud and on-premises data centers.
- Developing the design and implementing a secure, scalable, reliable, and performant cloud environment.
- Migrating applications from the enterprise to public cloud providers (e.g. AWS)
- Keeping in mind the client's business needs and overall IT strategy when developing cloud solutions to deliver the best possible outcome for the client.
- Applying the AWS Well-Architected framework to deliver consistent, standardized and best practice based solutions.
- Developing and documenting technical designs for integration and implementation of new and existing cloud applications and systems.
- Supporting the client facing teams to develop a comprehensive Point of View that assists clients on their cloud transformation journey.

Cloud Architect & UX Lead, AllureAfrica*(March 2022 to August 2024)*

- Collaborated with stakeholders to understand business requirements and translated them into effective cloud-based (AWS) technical solutions.
- Implemented CI/CD Pipelines to automate the deployment of artifacts using Github actions, Jenkins, and AWS Platform.
- Designed and actualized cloud environment and security monitoring strategies using services such as AWS CloudWatch, CloudTrail, Systems Manager, AWS Config, AWS Guard Duty, AWS Security Hub, AWS WAF e.t.c
- Guided software architecture vision and roadmap in alignment with organizational strategies.
- Creation of wireframes, Lo-Fi, and Hi-Fi prototypes from UX research insights using Sketch and Figma to ensure alignment of development efforts with expressed requirements.
- Designed and documented end-to-end software solutions, including integration points, data flows, interfaces, and IT policies.
- Provided valuable guidance and technical leadership to development teams during implementation.
- Led Agile practices as a Scrum master, prioritizing sprints and ensuring team accountability.
- Advocated and educated business about AWS technology, including the creation of a cloud adoption strategy.
- Leading data backup, recovery, and disaster management solutions on the cloud.

IT Sales & Business Development Specialist, AllureAfrica*(March 2020 to April 2022)*

- Identified new business opportunities through lead follow-up and client research.
- Generated new business, resulting in a 35% revenue increase.
- Managed sales process and nurtured client relationships for repeat business.
- Developed project plans, managed resources, and ensured service delivery aligned with requirements.
- Set activity and revenue targets for a team of 3 sales executives.
- Implemented version control and collaboration tools (GitLab, BitBucket) for multi-person projects.
- Authored web articles, increasing organizational visibility on LinkedIn by 20%.
- Managed a team of 3 sales executives and recruited and managed contractual personnel.
- Experience with various software technologies and platforms, such as SaaS, PaaS, ERP, and customer technologies.

ICT Supervisor, Kenya National Bureau of Statistics (KNBS)*(July 2019 to September 2019)*

- Trained and supervised personnel, ensuring adherence to standard operating procedures (SOPs).
- Managed a team of 85 individuals, ensuring efficient data collection and backup. No reported device failures.
- Resolved user advisories, ensuring service availability within expected parameters

IT Support Technician (Intern), Windsor Golf Hotel & Country Club *(May 2015 to September 2015)*

- Conducted preventive maintenance on the organization's ICT infrastructure and workstations.
- Offered support to set up audio-visual equipment for conferences conducted in the organization.
- Resolving IT related challenges faced by personnel and clients at the organization and escalating where needed.
- Conducted continued reviews of the ICT infrastructure and network to ensure optimal functioning, identify optimization opportunities, and identify and troubleshoot issues.

Education

- MBA, Liverpool John Moores University (Ongoing).
- Huawei Certified ICT Professional (HCIP) - Cloud Service Solutions Architect
- AWS Certified Machine Learning Engineer – Specialty, AWS, September 2025.
- AWS Certified SysOps Administrator – Associate, AWS, September 2025
- AWS Certified Developer – Associate, AWS, September 2025
- AWS Certified Machine Learning Engineer – Associate, AWS, August 2025
- AWS Certified Solutions Architect – Professional, AWS, July 2025
- AWS Certified Security – Specialty, AWS, May 2025
- AWS Certified AI Practitioner – Practitioner, AWS, April 2025
- AWS Certified Data Engineer – Associate, AWS, April 2025
- AWS Certified Advanced Networking – Specialty, AWS, March 2025
- AWS Certified Solutions Architect – Associate, AWS, Nov 2024
- BSc Information Technology, Multimedia University of Kenya, Nov 2017

Skills

- Cloud Platforms: AWS, Azure IoT, IBM Cloud, Huawei Cloud
- Cloud Security: Encryption, authentication
- DevOps, MLOps, and GitOps principles, Jenkins, IaC,
- Docker, and Kubernetes.
- Programming and scripting: Python, JavaScript
- Web Development: HTML, CSS
- Networking: TCP/IP, DNS, routing protocols
- Containerization and orchestration with ECS and EKS.
- Technical writing, and how-to-videos.
- Software Development Methodologies: Agile, Scrum, DevOps.
- Leadership and Project Management
- Cross-Functional Collaboration and Client Communication.
- Maintenance of ICT inventory and best practices.
- Preventive maintenance and help-desk support.
- LLM's Prompt engineering.

Projects

Operationalizing Infrastructure as Code (IaC) with AWS CloudFormation; StackSets and Change Sets:

- Discusses the integration of development and operations teams through DevOps, emphasizing collaboration and automation for faster, more reliable releases.
- Step-by-step guide on creating and updating the infrastructure using YAML files using AWS CloudFormation to deploy a multi-tiered architecture.

Optimizing AWS Costs: Harnessing CloudWatch Alarms for Precise Pricing Monitoring and Control:

- Discusses the importance of configuring cloud environments for effective cost management.
- Outlines steps to use CloudWatch for monitoring costs and setting up alerts for cost thresholds.

Configuring and Deploying a Server Cluster on AWS for a High-Performing Application:

- A technical guide on setting up a server cluster using AWS, including VPC, subnets, security groups, and more.
- Discusses the ease of managing server clusters in the cloud and the benefits of high availability and durability.

Volunteer Activities

Speaker (KCA Cybersecurity Club 2025)

Topic: The basics of AWS security: Getting started with Security groups, NACLs, and automated remediation using AWS config and SSM automation.

Speaker (AWS Community Day 2025)

Topic: Security in Depth: Best practices to have a secure architecture and/by utilizing security services

Speaker (B-Sides Nairobi Cybersecurity conference 2024)

Topic: Ensuring Robust Security in AWS Environments: Leveraging AWS Security Services and Policies

Technical Writer – AWS In Plain English (September 2023 to July 2024)

Publishing articles aimed at promoting learning on AWS, DevOps, and Cloud Computing.

Content & Social Media Manager – Glasses of Love Foundation (September 2016 to date)

- Organized events focused on mental health and community building to support the charity's mission.
- Drove communication channels, including social media, to engage with the community and promote the charity's events and initiatives.
- Worked with the board to understand the charity's goals and developed viable content development and dissemination approaches.
- Ensured consistent branding and messaging throughout the group's social media presence to increase awareness and support for the charity.
- Diversified the media mix on social media to reach a broader audience and increase engagement.