

# Pankaj Rawat

## Cloud Solution Architect

### Professional summary

Highly motivated and experienced pre-sales **AWS Solution Architect** with a strong technical background and excellent customer-facing skills. **16+ years of IT experience** designing, building, and delivering scalable and cost-effective AWS cloud and databases solutions. Adept at understanding customer requirements, presenting complex technical concepts in a clear and concise manner, and driving technical sales initiatives.

### Core Skills

- 16+ years of IT experience which spans across databases and public cloud.
- 7+ relevant exp as Infrastructure and Cloud Solution Architect.
- **Excellent Public Cloud Pre-sales experience** with responding to RFPs/RFIs.
- Proficiency and proven hands-on experience AWS Services; EC2, CloudFormation, VPC, ALB, AWS Security, S3, RDS, EBS, ECS.
- Thorough background on general infrastructure components like Networking, Server platforms, storage, application structure, Identity, Security (Encryption, PKI), load balancing, etc.
- Experience in designing **high availability modern cloud architectural** paradigms (e.g., serverless, microservices, containers, master/slave architectures).
- Strong understanding of DevOps, CI/CD automation.
- **AWS Migration experience** like DB Migration (RDS DB, On-prem like oracle DB MySQL to AWS DB Migration).

### Work history

#### Rackspace Technology - Cloud Solution Architect

Gurgaon, India

01/2022 - Current

- Working with EMEA & APJ clients.
- **Collaborate with sales and professional services** teams to drive technical sales and support customer success.
- Architecting, building, cost-efficient and scalable cloud solutions for the customers.
- Evaluates customer needs and proposes solution designs for different opportunities by gathering customer requirements and translate into a Rackspace supportable solution.

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### Certifications

- **AWS Certified Solutions Architect -Professional.**
- AWS Certified Database - Specialty
- AWS Certified Solutions Architect – Associate.
- AWS Partner: Migration Ambassador 2023 (Business)
- Microsoft Certified: Azure Fundamentals AZ-900.
- Oracle Cloud Infrastructure 2019 Architect Professional
- Oracle Autonomous Database Cloud 2019 Certified Specialist
- Oracle Cloud Infrastructure 2020 Architect Associate
- Oracle Cloud Infrastructure Foundations 2020 Certified Associate

### Technical Skills

- **Cloud** –Amazon AWS, Microsoft Azure
- **AWS Cloud Services:** EC2, Storage (S3, S3 glacier, EBS, EFS), EKS, Fargate, Lambda, API Gateway, SSM, Cloudfront, VPC, ELB, Transit Gateway, VPC peering, WAF, Redis
- AWS Security-AWS Control Tower/Landing Zone, AWS

- Expertise in translating customer requirements into comprehensive HLD. Leveraged AWS services, tools, and best practices to design optimized solutions that aligned with customer goals, including scalability, fault tolerance, and cost efficiency.
- Work on AWS/Azure pricing and commercial models and optimize for a given engagement or use case.
- Spearheaded **cost optimization** workshops, resulting in significant savings for customers, including:
  - Conducted a comprehensive cost analysis for a customer's AWS infrastructure, identifying and implementing cost-saving measures, resulting in a **28% reduction in overall costs**.
  - Advised customers on leveraging **AWS cost management tools**, such as AWS Cost Explorer and AWS Budgets, to monitor and optimize resource utilization, enabling them to achieve cost-efficient operations.
- Successfully led and executed **multiple database migration projects**, including:
  - Migrated an on-premises Oracle database to Amazon RDS, optimizing performance, scalability, and **reducing operational costs by 40%**
  - **Implemented a hybrid database architecture**, seamlessly migrating customer data from an on-premises SQL Server database to Amazon Aurora PostgreSQL using Aurora BabelFish.
- Engaged in **creating greenfield solutions** for customers to implement landing zone using control tower and migrate complete infrastructure to AWS.
- **Perform Well-Architected reviews** assessing existing customer architectures. Created detailed review reports, providing clear and concise findings, recommendations, and actionable steps to enhance the customer's AWS architecture.
- Experience in **Cloud Readiness Assessments** and defining migration patterns (MRA/MRP) for application migration e.g. Re-host, Re-platform, Re-architect

## IBM India/Kyndryl India – Cloud Infrastructure Specialist/Database Administrator

Noida, India

2011 - 2022

- Worked very closely with EMEA Banking customer, Program manager, sales and IBM account team on various RFS, RFI and RFP requests.
- Solution Architecture: Designing scalable, secure, and high-performing architectures aligned with customer requirements and AWS best practices.
- Design and developed resilient Solution using Amazon EC2, Amazon S3, Amazon RDS, Amazon Elastic Load Balancing, Cloudfront, WAF and other services of AWS infrastructure.
- Oracle Database Team lead for providing end to end support. Managing team of 20+ resources providing 24x7 BAU support for Banking customer.

**HCL Technologies - Database Administrator - 2009 - 2011**

**Sonata Software – Pre-sales Oracle DBA - 2007 - 2008**

Organization. IAM, AWS Config, GuardDuty etc

- DevOps CI/CD Pipeline
- AWS database technologies – RDS, Aurora, RedShift, DynamoDB
- **Compute and Virtualization:** VMware ESxi, vSphere, Linux, Windows.
- **Database and Other skills** – Oracle database, Exadata, RAC Cluster.

## Education

2001- 2005- **Bachelor of Technology: Computer Science** - Northern India Engineering College, Lucknow, India

## Interpersonal Skills

- Ability to learn and grow
- Agility
- Innovation
- Problem Solving
- Strategic planning
- Analytic approach

## Personal Data

- Father Name: S.C. Rawat
- Date of Birth: Feb 7, 1981
- Nationality: Indian
- Marital Status: Married

### ***Recent Projects***

- AWS Cost optimization for Indian Client.
  - **Migration** of EMEA's client critical application on from **on-prem Legacy infrastructure to AWS Cloud platform** and introduce autoscaling.
  - **Migration** on-prem **Oracle Database** environment on to **AWS RDS**.
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### ***Accomplishments***

- Rewarded IBM HALL of fame Award for Customer deliver excellence
- Awarded and appreciated by clients and IBM on various occasion and townhalls.
- Guest speaker (on behalf of IBM) to motivate various people to join IBM.
- Awarded as Star Performer of year for Oracle- HCL Technologies.
- Awarded Certificate of Appreciation – Appreciation from customer on outstanding Customer Deliveries – HCL Technologies.