

AMRISH THAKKAR

Senior Technology Leader

PROFESSIONAL SUMMARY

Senior technology leader with 19+ years of experience driving cloud adoption, partner-led growth, and large-scale digital transformation across enterprise environments. Proven ability to lead global, cross-functional teams, build scalable cloud practices, and deliver secure, high-impact solutions that accelerate go-to-market execution and revenue growth. Extensive experience working with strategic partners, sales, and technical teams to develop joint business plans (JBPs), expand solution and product portfolios, and align technical capabilities with business objectives. Strong background in cloud platforms, distributed systems, and modern delivery models, with expertise in partner strategy, practice development, and customer success. Adept at engaging executive stakeholders, shaping multi-year strategies, and translating complex technical capabilities into measurable business outcomes, operational efficiency, and sustained market growth.

EMPLOYMENT HISTORY

SR. MANAGER, DIRECT & CHANNEL ENGINEERING

2022 - Present

Amazon Web Services

Dallas TX

- ◆ Manage product portfolio for a high-revenue (\$150M+) training and enablement product portfolio, aligning strategy with business goals and scalable delivery.
- ◆ Built and scaled high-performing **global** engineering teams (50+ builders across multiple charters) through hiring, mentorship, and succession planning.
- ◆ Improved time-to-market by ~20% YoY through modern SDLC practices, CI/CD adoption, and execution rigor.
- ◆ Implemented observability, reliability, and security best practices, improving uptime to 99.9% and reducing production incidents YoY.
- ◆ **Partnered with product, sales and business leaders** to align roadmaps with customer outcomes, improving NPS and adoption metrics.
- ◆ Drove **dedicated go-to-market training strategy for AWS Channel Partners, including Systems Integrators (SIs) and Independent Software Vendors (ISVs)**.
- ◆ Co-owned **strategic operational planning** and long-term technical vision in close partnership with Product Management.
- ◆ Championed adoption of AI-assisted and **agentic workflows** and **Spec-Driven Development** across SDLC, accelerating coding velocity by 20% YoY.

SR. MANAGER, SOLUTIONS ARCHITECT – STRATEGIC PARTNER BUSINESS

2021 - 2022

Amazon Web Services

Toronto ON

- ◆ Led team to create solutions, enhancing customer offerings and solving complex issues.
- ◆ Provided cloud strategy and GTM insights, **engaging with C-suite** to align cloud offerings with business goals, significantly boosting market presence.
- ◆ Managed Partner Solutions Architects across Canada, recruiting talent to drive \$90M+ revenue.
- ◆ Managed Partner Development for a wide portfolio of 75+ partners ranging from Select to Premium tier.
- ◆ Conducted comprehensive market analyses, providing strategic insights that informed solution development and improved competitive positioning for partners, and enhancing partner satisfaction.
- ◆ Partnered with diverse teams to develop innovative cloud solutions, fostering a culture of teamwork and creativity.
- ◆ Executed comprehensive assessments for custom AWS solutions, resulting in tailored offerings that improved client engagement for partners.
- ◆ Spearheaded partner enablement programs that translated technical capabilities into market-ready offerings, producing measurable partner adoption and stronger solution pipelines.

PRINCIPAL SOLUTIONS ARCHITECT – STRATEGIC PARTNERS

2020 - 2021

Amazon Web Services

Toronto ON

- ◆ Developed AWS solutions for partners, addressing industry challenges and enhancing service integration.
- ◆ Collaborated with leaders to create AWS growth plans, identifying and pursuing new opportunities.
- ◆ Guided Canadian partners on AWS adoption, leading workshops to boost business and client success.
- ◆ Led the integration of AWS services to enhance partner-specific solutions, achieving measurable growth in client satisfaction.
- ◆ Represented AWS as a thought leader at flagship events including AWS re:Invent and AWS Summits.
- ◆ Championed strategic partner roadmaps to align cloud capabilities with business goals, enabling partners to expand service offerings and realize noticeable market traction.

SR. PARTNER SOLUTIONS ARCHITECT – NATIONAL SYSTEM INTEGRATORS**2018 - 2019*****Amazon Web Services******Austin TX***

- ◆ Ensured partner alignment with AWS standards, enhancing project execution and solution design.
- ◆ Developed strategies for Consulting Partners, boosting AWS adoption and achieving strategic goals.
- ◆ Created training plans for Partner Sales teams, fostering continuous learning and skill enhancement.
- ◆ Supported partners in crafting solutions, expanding market reach and standardizing service delivery.
- ◆ Developed strategies to empower Consulting Partners, enhancing AWS delivery and achieving strategic goals, driving successful engagements.

PRINCIPAL ARCHITECT & ENGINEERING MANAGER**2015 - 2018*****AT&T******Dallas TX***

- ◆ Led team to enhance operational credibility, achieving high performance and successful projects.
- ◆ Partnered with vendors to coordinate efforts, resulting in \$7M annual cost savings.
- ◆ Implemented DevSecOps, improving development efficiency and security across SDLC.
- ◆ Deployed engines for digital transformation, reducing downtime and enhancing service delivery.
- ◆ Transitioned from Principal Architect to Engineering Manager, managing global teams.

TECH SPECIALIST**2009 - 2015*****Cognizant Technology Solutions******Westpoint, PA, Atlanta GA***

- ◆ Directed development services, ensuring timely project delivery and technical excellence.
- ◆ Led team to achieve \$1M+ cost savings for pharma client.
- ◆ Optimized ITIL processes, enhancing release and change management.
- ◆ Managed software release lifecycle, ensuring compliance and seamless execution.
- ◆ Created process documentation for operational improvement.

SOFTWARE ENGINEER**2007 - 2008*****Infosys Technologies Limited*****SOFTWARE ENGINEER TRAINEE****2006 - 2007*****Reliance Industries Limited***

EDUCATION

BACHELOR OF COMPUTER ENGINEERING**2002 - 2006*****Pune University******India***

COURSES

AWS CERTIFIED SOLUTIONS ARCHITECT - PROFESSIONAL**AWS CERTIFIED SECURITY - SPECIALTY****AWS CERTIFIED AI PRACTITIONER**

SKILLS

Cloud Computing, AWS, Team Leadership, Solution Architecture, Partner Development, Digital Transformation, Solution Engineering, Technical Architecture, Data Analysis, Business Development, Business Analysis, Market Positioning, Cloud Economics, Go-to-Market, Executive Engagement, AI Practitioner.