

# Upendra Kumar

Delivery Cloud Architect | Azure Expert & AI Infrastructure | Enterprise Transformation

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## PROFESSIONAL SUMMARY

Professional Services Delivery Architect with 19+ years of experience leading high-stakes cloud transformation programs for Fortune 500 clients. Possesses a rare combination of deep technical expertise (Microsoft Azure Expert x3), business acumen (PGDM, \$5M+ presales wins), and people leadership (managed teams of 15+ engineers). Specializes in aligning Cloud and AI strategy with business goals, ensuring secure (Cybersecurity Expert), cost-optimized (FinOps), and scalable outcomes. Passionate mentor and Microsoft Certified Trainer dedicated to building high-performance engineering teams and future-ready IT landscapes.

## CORE COMPETENCIES

- Cloud Strategy and Architecture: Azure (Expert), Landing Zones, Well-Architected Framework.
- Leadership and Business: Presales (Secured \$5M+), Stakeholder Management, Agile Delivery, Team Mentoring, P&L Awareness.
- Modern Tech Stack: Generative AI Infrastructure, Cybersecurity (Zero Trust), DevOps, FinOps and Cost Governance.
- Enterprise Architecture: TOGAF 10 Practitioner, Digital Transformation.

## PROFESSIONAL EXPERIENCE

### RACKSPACE TECHNOLOGY | Noida, India

*Professional Services Delivery Architect / Oct 2020 - Present*

- Strategic Delivery Leadership: Directed the end-to-end delivery of enterprise cloud transformation projects, ensuring strict alignment with client strategy, compliance requirements, and business goals.
- Presales and Revenue Growth: Led high-level presales workshops and technical solutioning, directly securing \$5M+ in new engagements across Healthcare and BFSI sectors.
- Talent Transformation: Championed engineering excellence as a Mentor/Lead, coached 15+ engineers, resulting in a 35% delivery efficiency gain and creating a sustainable internal leadership pipeline.
- Executive Partnership: Partnered with C-level executives to design future-proof, secure cloud foundations, integrating FinOps best practices to optimize cloud spend and maximize ROI.

### ACCENTURE | Noida, India

*Cloud Architect - Tech Lead / Jun 2019 - Oct 2020*

- Enterprise Transformation: Orchestrated cloud migrations for major BFSI clients, accelerating digital product launches by 20% through the adoption of agile cloud-native methodologies.
- Innovation and Efficiency: Engineered reusable Infrastructure as Code (IaC) frameworks and assets, reducing proposal sizing and deployment turnaround time by 25%.
- Global Collaboration: Managed cross-geography delivery teams, enhancing collaboration efficiency by 15% through standardized architectural governance and best practices.

## **HCL TECHNOLOGIES | Noida, India**

*Cloud Consultant / Apr 2014 - May 2019*

- Modernization Strategy: Partnered with client leadership to modernize legacy enterprise IT landscapes, improving operational efficiency by 20%.
- Migration Excellence: Designed and executed low-risk migration adoption strategies that reduced downtime by 35% for critical business applications.
- Mentorship: Mentored early-career engineers, facilitating the promotion of three team members into client-facing delivery roles.

## **ATOS IT SOLUTIONS | Noida, India**

*System Engineer / Nov 2009 - Apr 2014*

- Infrastructure Reliability: Delivered robust IT infrastructure services for European markets, improving uptime reliability by 15%.
- Incident Management: Streamlined incident diagnosis and response workflows, reducing Mean Time To Repair (MTTR) by 20%.
- (Prior experience: Siemens IT Solutions, Arya Omnitalk Wireless, Commtel Networks)

## **CERTIFICATIONS**

### **Expert-Level / Advanced**

- Microsoft Certified: Azure Solutions Architect Expert
- Microsoft Certified: DevOps Engineer Expert
- Microsoft Certified: Cybersecurity Architect Expert
- TOGAF 10 Practitioner (Enterprise Architecture)
- Google Certified Generative AI Leader (2025)

### **Associate / Specialist**

- Microsoft Certified: Azure Administrator Associate
- Microsoft Certified: Azure AI Engineer Associate
- Microsoft Certified: Azure Security Engineer Associate
- AWS Certified Solutions Architect - Associate
- ITIL v3 Foundation

## **EDUCATION**

- PGDM - Operations Management | IMT Ghaziabad (2023-2024)
- B.E. Electronics and Communication | Rajiv Gandhi Prodyogiki Vishwavidyalaya (2002-2006)

## **AWARDS AND RECOGNITION**

- Rackspace Fanatical Learner (199+ Hrs Upskilling, 2025)
- Atos Champagne Spot Award
- Siemens Merit Reward and Outstanding Performance Award