Training and Onboarding Plan by Role (Example)

General Objective

Ensure that each new team member, based on their role, has the technical, business, and management skills needed to deliver AWS solutions efficiently, aligned with SMB needs.

Name: Julio Diaz

Rol: AWS Regional Solutions Architect (Solutions Architects)

Solutions Architects

Objective: To design, validate and support the implementation of cloud architectures aligned to the client's business needs.

Initial training (first 60 days):

- Fundamentos de AWS (AWS Cloud Practitioner + AWS Technical Essentials).
- AWS Solutions Architect – Associate Certification (60-day goal).
- Internal workshops on design for SMB (high availability, security, low cost).
- Shadowing with architects in technical presentations and PoC.
- Training in design tools (AWS Well-Architected Tool, Diagrams.net, etc.).
- Presales Academy Training

Continuous training:

- Participation in AWS Immersion Days and technical bootcamps.
- Professional certification or specialties (according to roadmap).
- Involvement in internal projects for real laboratories.

General Onboarding Process (all roles)

- **Week 1:** Institutional induction + access to platforms + personalized plan.
- **Week 2–4:** Technical and business training according to the role.
- **Month 2:** Integration to shadowing/real projects with supervision.
- **Month 3: Formal** assessment of knowledge + feedback.
- **Month 4–6**: Progressive inclusion in projects with full responsibility.

Results: Julio Diaz

Certifications and Accreditations

- AWS Cloud Practitioner
- AWS Certified Solutions Architect – Associate
- AWS Certified SysOps Administrator - Associate
- AWS Certified Solutions Architect - Professional
- AWS Certified Database Specialty
- AWS Business Professional
- AWS Cloud Economics
- AWS Technical Professional
- AWS Sales Accreditation
- AWS Migration Ambassador
- AWS Migration Sales
- AWS Containers on AWS
- AWS Migrating to AWS
- AWS SAP on AWS
- AWS Generative AI Essentials
- AWS Generative AI Sales - Specialized
- AWS for Microsoft Workloads

Black Belt

- Containers
- Security
- Microsoft
- Migration
- VMware
- Database
- Generative AI and ML

Webinars y AWS Immersion Days (como speaker)

- let's talk to an expert
- SDP Bootcamp
- Welcome to AWS (new partners)
- PreSales Academy
- Genes
- Getting started with Amazon Connect
- AWS General Immersion Day
- Migration Immersion Day
- Database Immersion Day
- Amazon Connect
- Data & Analytics
- Security and Compliance
- Pricing Calculator

Title		Status	
Amazon Simple Storage Service (Amazon S3) Business Continuity and Disaster Recovery		⊘ Completed	
Amazon Simple Storage Service (Amazon S3) Cost Optimization		⊘ Completed	
Amazon Simple Storage Service (Amazon S3) Essentials - Beyond the Basics		⊘ Completed	
Amazon Simple Storage Service (Amazon S3) Performance Optimization		⊘ Completed	
Amazon Simple Storage Service (Amazon S3) Storage Classes Deep Dive		⊘ Completed	
Auditing Amazon Simple Storage Service (Amazon S3) Security		⊘ Completed	
AWS DataSync Primer		⊘ Completed	
AWS Elastic Disaster Recovery - A Technical Introduction		⊘ Completed	
AWS Partner: AWS for Microsoft Workloads (Business)		⊘ Completed	
AWS Partner: Cloud Economics		⊘ Completed	
AWS Partner: Generative AI Essentials		⊘ Completed	
AWS Partner: Generative AI Sales		⊘ Completed	
AWS Partner: Migration Sales Essentials		⊘ Completed	
AWS Partner: Sales Accreditation (Business)		⊘ Completed	
AWS PartnerCast - Amazon Connect Sales Training - Technical		⊘ Completed	
AWS PartnerCast - Conoce las actualizaciones a MAP 2024 - Business		⊘ Completed	
AWS PartnerCast - Migration Ambassador 2023 - Business		⊘ Completed	
AWS Snowball Edge Logistics and Planning		⊘ Completed	
AWS Snowball Edge Primer		⊘ Completed	
AWS Snowcone Primer		⊘ Completed	

Title	▽	Status	▲
Data Migration Knowledge Badge Assessment		⊘ Completed	
Getting Started with AWS Storage		⊘ Completed	
Introduction to Amazon Athena (Español de España)		⊘ Completed	
Managing Amazon Simple Storage Service (Amazon S3)		⊘ Completed	
Official Practice Question Set: AWS Certified Solutions Architect - Associate (SAA-C03 - Engl...		⊘ Completed	
Securing and Protecting Your Data in Amazon Simple Storage Service (Amazon S3)		⊘ Completed	
Selecting your Data Migration Strategy with AWS		⊘ Completed	
Storage Data Migration - Knowledge Badge Readiness Path		⊘ Completed	

Current AWS Certifications (5)

🔍 *Find certifications*

Certification Name	Certification Level
AWS Certified SysOps Administrator - Associate	Associate
AWS Certified Solutions Architect - Professional	Professional
AWS Certified Database - Specialty	Specialty
AWS Certified Solutions Architect - Associate	Associate
AWS Certified Cloud Practitioner	Foundational