

# Paul Frederiksen

Global AWS Partner Technical Leader | Security, Cloud, and Strategic Partnerships

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## SUMMARY

- Builds high-trust technology partnerships delivering customer outcomes at the intersection of security, cloud, and go-to-market.
- Hands-on technical background with strong empathy for builders and operators; translates technical needs into scalable partner motions and co-built solutions.

## CORE COMPETENCIES

Strategic Partnerships & Alliances | Co-sell / GTM Strategy | Cloud & Security Architecture | Executive Communication | Partner Enablement | Solution Co-Innovation | Compliance / MDR / Cybersecurity Solutions | Cloud Operations & DevOps | Public Speaking

## CERTIFICATIONS

AWS Certified Solutions Architect - Professional

## PROFESSIONAL EXPERIENCE

### Splunk - Global AWS Partner Technical Leader

Las Vegas, NV | Jun 2025 - Present

- Lead the technical alliance between Splunk and AWS to drive innovation and strategic collaboration.
- Partner with AWS and Splunk executives to align strategy and product roadmaps.
- Supported launch of key services including AWS DevOps Agent to enhance customer security solutions.
- Contributed to \$1B+ in co-sell revenue in 2025 through the Splunk-AWS strategic partnership.
- Provide technical thought leadership across both organizations.

### Amazon Web Services (AWS) - Senior Partner Solutions Architect - Security

Las Vegas, NV | Nov 2023 - Jun 2025

- Co-developed AI-enabled compliance, MDR, and cybersecurity solutions with top GSIs and ISVs.
- Led security initiatives for the Global Business Innovation to Scale organization.
- Built and maintained relationships with security ISVs to strengthen AWS and GSI security offerings.

### LaunchDarkly - Sr Solutions Engineer - Partnerships

Las Vegas, NV | Nov 2022 - Nov 2023

- Owned the AWS technical relationship; enabled field teams on LaunchDarkly usage, sales, and co-innovation with AWS.
- Collaborated on partner initiatives to advance the AWS-LaunchDarkly partnership.
- Built expertise across AWS technical solutions and cross-functional collaboration to drive co-innovation outcomes.

### Amazon Web Services (AWS) - Senior Partner Solutions Architect

Las Vegas, NV | Jun 2022 - Nov 2022

- Collaborated with customers, partners, and internal teams to drive business outcomes through partner solutions.
- Provided technical guidance and enablement to partners to improve adoption and customer satisfaction.
- Engaged in executive-level strategic conversations with customers and partners during pre-sales.

### Amazon Web Services (AWS) - Senior Specialist Solutions Architect (AWS Managed Services)

Las Vegas, NV | Apr 2019 - Jun 2022

- Specialized in AWS Managed Services (AMS) to drive operational excellence for customers.
- Served as a technical subject matter expert for AMS and AWS during pre- and post-sales activities.
- Advocated for customers with internal service teams to ensure needs were met.
- Built internal and external training collateral on AMS outcomes for customers and field teams.

### DevOps Consultant - DevOps Consultant

Chicago, IL | Jan 2018 - Apr 2019

- Led implementation of CI/CD pipelines for infrastructure and software deployment to increase delivery efficiency.
- Delivered speaking engagements with enterprise customers on AWS services, DevOps, governance, security, and migrations.

- Coached enterprise leaders on DevOps processes and trained teams on cloud and AWS best practices.

### **Videology, Inc. - Principal DevOps Engineer**

Baltimore, MD | Jul 2015 - Jan 2018

- Led a team of 5 engineers across multiple countries to design, optimize, and maintain application stacks on AWS.
- Streamlined operations using Chef, Ansible, Docker, and Atlassian tooling.
- Drove cost management initiatives and platform future-planning strategies.

### **POLITICO - Senior Systems Engineer**

Arlington, VA | Jan 2011 - Jul 2015

- Integrated AWS into new and existing environments to improve operational efficiency.
- Built monitoring and correlation processes using Datadog and Splunk.
- Implemented and maintained CDNs (Akamai, Cloudflare) to improve performance and reliability.
- Led platform planning and design aligned to development and technology goals.

### **EARLIER CAREER**

Govolution, LLC - Lead Systems Engineer (Jan 2007 - Dec 2010)

Blackboard, Inc. - Operations Engineer (May 2006 - Jan 2007)

Crucial Security - Systems Engineer (Oct 2003 - May 2006)

Netconn Solutions - Systems Engineer (Apr 2001 - Oct 2003)

Joliet Junior College - Systems Engineer (Oct 2000 - Apr 2001)

The Spiegel Group - Senior Client/Server Operations Analyst (Jan 2000 - Oct 2000)

US Army - Intelligence Analyst (Fort Bliss, TX | 1997 - 2000)

### **TOOLS & TECHNOLOGIES**

AWS, Security, Strategic Alliances, Co-sell, DevOps, CI/CD, AWS Managed Services (AMS), Chef, Ansible, Docker, Atlassian, Datadog, Splunk, Akamai, Cloudflare, VMware vSphere, Linux, Windows, Active Directory, Bash, Perl, IDS