

Ranjith P. Rayaprolu

Solutions Architect | Enterprise Transformation & Technology Leadership

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SUMMARY

- Strategic and data driven technology leader with over 17 years of experience in software development, solution architecture, large scale cloud modernization, and enterprise customer engagement. Proven record of creating **scalable mechanisms and repeatable frameworks** that drive global adoption of AI-powered and cloud-native solutions, accelerating innovation and measurable business outcomes.
- Drove enterprise transformation programs delivering **35% annual revenue growth** and a **25% increase in cloud adoption**, securing **\$240M+ in long-term enterprise commitments**.
- **Orchestrated cross-functional modernization** initiatives with ISVs, marketplace vendors, and enterprise partners, launching new features and influencing **\$100M+ in incremental revenue opportunities**.
- **Partnered with leading companies** such as **Anthropic and Snowflake** to design and deploy **Generative and Agentic AI solutions**, transforming LLM-based prototypes into production-grade applications that improved customer productivity and accelerated AI adoption at scale.

Core Competencies

Cloud Architecture & Modernization • Enterprise Solution Design • Generative AI & Agentic Systems • Large Language Models (LLMs) • Data Strategy & Governance • Cloud Security & Compliance • AI Adoption Frameworks • Cross-Functional Program Leadership • Product & Partner Ecosystem Management • Business Value Realization & ROI Modeling • Executive Stakeholder Engagement • Strategic Advisory & Transformation Leadership • Agile Delivery & Change Management • Facilitation, Mentorship & Technical Evangelism

Professional Experience

Amazon Web Services

Nov, 2020 - Present

Role: Senior Solutions Architect

Lead strategic engagements with large enterprises, AWS Partners, and ISVs, serving as a trusted advisor on cloud modernization and AI adoption. Drive scalable architecture design, operational excellence, and long-term business transformation across global enterprise portfolios. Created global enablement mechanisms used across AWS operating regions to standardize delivery excellence and accelerate customer outcomes.

Strategic Leadership & Innovation

- Served as a trusted advisor to large enterprise customers across the Pacific Northwest, leading cloud transformation and AI adoption initiatives that **influenced \$300M+ in annual recurring revenue** through **C-suite alignment and technical strategy**.
- Led development of a **Generative AI vision platform** processing **30M+ images** monthly, adding room classification, condition scoring, and defect detection. Cut **hallucinations by 50%**, achieved **100% tool-use accuracy on 30K+ images**, and **reduced inference costs to <\$10K/month**, driving **projected \$1.7B annual seller savings**.
- Built an **AI-powered press-release generator** producing 100 localized variants across U.S. markets with a **multi-agent Bedrock (Claude)** architecture deployed on **Amazon Elastic Kubernetes Service (EKS)**. **Designed 30 specialized agents** delivering **99.1% fact-checking accuracy** and **processing 100 markets in 13 minutes**.

- Designed **Generative and Agentic AI solutions for data-exfiltration prevention and egress control**; presented in AWS global conferences through “Automated Anomaly Detection with Amazon Bedrock” and “Agentic AI for Security” workshops. One featured in the official [AWS re:Inforce 2025 “Must-See Sessions” blog](#). 300+ attendees, 5/5 ratings, later adopted in enterprise pilots.

Enterprise Architecture & Scale

- Led the architecture for Redfin’s email communication platform using Amazon Simple Email Service (SES), enabling **20M+ daily emails with 99%+ deliverability**. Featured in an official [AWS Case Study](#) highlighting scalable design and customer impact.
- Architected and implemented a **6-petabyte enterprise data lake using AWS native services and Snowflake**. The solution improved data accessibility and governance, generating **\$12M in annual recurring revenue** and accelerating insight delivery across business units.

Enablement, Thought Leadership & Mentorship

- **Acted as a thought leader** by creating and scaling [AWS “Activation Days”](#) for Web Application and Firewall Protection. Localized into 3 languages, executed globally across **EMEA, LATAM, APAC. 219 events, 11K+ attendees, \$2.8M+ influenced revenue, 4.6/5 satisfaction**. The Activation Days model evolved into **a repeatable go-to-market framework**, now leveraged by multiple AWS teams worldwide to scale customer enablement and solution adoption.
- **Managed and mentored 22 Solutions Architects (10 external, 12 internal)** through enablement, certifications, and onboarding, developing a high-performing architecture community.

Enterprise Modernization Leadership (Multiple employers)

Mar 2015 – Nov 2020

Zions Bancorporation — Lead Architect / Engineering Manager · Dec 2019 – Nov 2020

Discover Financial Services — Senior Technical Consultant / Engineering Manager · Oct 2017 – Dec 2019

Denver Water — Technical Program Manager / Project Lead · Mar 2015 – Sep 2017

Led multiple enterprise modernization programs across financial and utility sectors, transforming legacy systems into scalable, cloud-ready architectures while improving operational efficiency and delivery timelines.

- **Modernized core banking and deposit platforms** for Discover and Zions Bancorporation, reducing operational costs by **40%**, increasing customer onboarding by **15%**, and **adding \$50M+ in new deposits within the first year**.
- **Enhanced data synchronization efficiency by 50%** and shortened batch update times from **30 min to 10–12 min**, completing migrations **3 months ahead of schedule** and reducing project **costs by 20%**.
- **Managed cross-functional teams of 25+ engineers** to implement enterprise asset, payroll, and absence management systems at Denver Water, establishing **a test center of excellence** that reduced QA effort by **60%**.

Infosys Limited

Jun 2008–Feb 2015

Role: System Analyst/ Technology Lead

Delivered large-scale financial and government modernization projects across global markets, pioneering high-availability and secure core-banking systems.

- **Architected and deployed the first secure, scalable core banking platform** in the Caribbean region, increasing client revenue by **\$4M**.
- **Contributed to India’s largest postal digitization project**, connecting 139,000+ branches to a unified financial network.

- **Engineered parameterized product frameworks** leveraging 1,000+ configurable rules, enabling rapid customization and reducing development time across deployments.
- **Optimized batch-processing systems the end of day** batches code and monitored the timelines and reduced the batch processing times by 50% with self-restarting capabilities.

Publications and Recognition

Professional Honors & Memberships

- **EB-1A (Extraordinary Ability) Permanent Residency Recipient** – Granted by U.S. Citizenship and Immigration Services for demonstrated national and international distinction in cloud computing and AI innovation.
- **Fellow, British Computer Society (BCS)** – Awarded fellowship for sustained contributions to enterprise technology and cloud architecture.
- **IEEE Senior Member** – Recognized for significant professional achievements and technical leadership in the field of computing.

Publications (AWS Blogs)

- [**Using AWS AppSync and AWS Lake Formation to Access a Secure Data Lake through a GraphQL API**](#) — *AWS Big Data Blog*
- [**Use Region Pinning to Set a Home Region for Items in an Amazon DynamoDB Global Table**](#) — *AWS Database Blog*
- [**Prevent IOPS Over-Provisioning by Monitoring Striped Amazon EBS Volumes within EC2 Instance Limits**](#) — *AWS Storage Blog*

(Featured speaker at AWS re:Inforce, AWS re:Invent and global Generative AI workshops, reaching professionals across EMEA, LATAM, and APAC.)

Education

Master of Business Administration – 2025

Gies College of Business, University of Illinois Urbana-Champaign

- Entrepreneurship and Strategic Innovation
- Global Challenges in Business

Bachelor of Technology, Electrical and Electronics Engineering - 2008

Jawaharlal Nehru Technological University, Hyderabad, India

- Founder of “EECS” group that focuses on building projects in electrical engineering and computer science.
- Member of IEEE student groups and presented papers on Control Systems at university level.
- Winner of Dean’s award for research project on “Identify inefficient electricity flow in a power grid.”

Professional Development (Courses, Memberships, and Certifications)

- **AWS Certifications** - Solutions Architect–Associate; SysOps Administrator; Developer Associate; Solutions Architect–Professional; Security Specialty.
- **Professional Scrum Master 1 (PSM1)**.
- **HBX CORe- Harvard Business School Online**–Business Analytics, Financial Accounting, and Economics for Managers.