## Contact

roopkt@gmail.com

www.linkedin.com/in/rupesh-tiwari
(LinkedIn)
rupeshtiwari.com (Portfolio)
www.youtube.com/fullstackmaster
(Other)
www.fullstackmaster.net
(Company)

## Top Skills

Technology Strategy
Cloud & AI Leadership
Organizational Leadership

## Languages

Oriya (Limited Working)
Sanskrit (Elementary)
English (Full Professional)
Hindi (Native or Bilingual)

## Certifications

Microsoft Certified: Azure
Fundamentals
Google Cloud Certified Professional
Cloud Architect
AWS Certified Machine Learning –
Specialty certification
AWS Certified Data Analytics –
Specialty
AWS Certified Cloud Practitioner

## Honors-Awards

NCFM
MCTS
Microsoft Azure Fundamentals
AWS Certified Cloud Practitioner
AWS Certified Data Analytics –
Specialty

## Publications

Basics of Jquery part2

Learning jQuery using jQuery Lab

# Rupesh Tiwari

Senior Customer Solutions Manager, AWS Industries
Hyderabad, Telangana, India

## Summary

CTO-in-the-Making | Tech Strategy Leader @ AWS | ISB CTO
Scholar | Ex-SDE, Ex-SA

From building products as a Software Engineer to designing
solutions as a Solutions Architect to now driving cloud strategy as a
Sr. Customer Solutions Leader — I've walked the full tech-business
path.

At AWS, I lead digital transformation for Fortune 500 customers like
Salesforce and Intuit, aligning AI, cloud, and platform strategy with
$100M+ business outcomes. I work closely with CxOs to modernize
their technology stack and accelerate innovation at scale.

Ex-SDE → SA → Sr. CSM: Full-stack + customer-facing + business
impact
20+ years in architecture, cloud-native platforms, DevOps, and
enterprise systems
Specialized in cloud migration, platform modernization, and AI-
readiness
Hands-on with AWS, GCP, Azure, serverless, microservices, and
multi-cloud strategy
Leading multi-year strategic roadmaps, GTM plays, and org-wide
cloud adoption

Currently enrolled in ISB's Chief Technology Officer (CTO) program
to deepen executive leadership, org design, and P&L ownership.

Next step: Director / VP / CTO-level role where I can drive $500M+
innovation and platform growth with a customer-obsessed mindset.

Let's connect if you're scaling platforms, building AI-first businesses,
or transforming tech organizations.

# Experience

### Amazon Web Services (AWS)
4 years

**Senior Customer Solutions Manager, AWS Industries, India**
December 2024 - Present (1 year)
Hyderabad

Spearheading enterprise-wide cloud transformation and AI initiatives for
Fortune 500 clients (e.g., Salesforce, Intuit). Trusted executive partner
enabling $100M+ revenue alignment, platform modernization (Hyperforce,
CloudFront), and digital strategy.

Driving board-level alignment on tech priorities (AI, Data, Cloud, DevOps,
Security)
Orchestrated end-to-end GTM playbooks, platform migrations, and AI-
readiness assessments
Built high-trust executive relationships with CxOs to shape roadmap and
strategic bets
Leading internal India-US-AWS leadership alignment for 3-year account
transformation

Pursuing ISB Chief Technology Officer (CTO) program – sharpening executive
tech leadership, P&L ownership, and org design.

Aspiring CTO/Vice President focused on large-scale product/platform
innovation with #250Cr+ impact.

**Global Senior Solutions Architect, Data Analytics Specialist, Financial
Services**
February 2023 - March 2025 (2 years 2 months)
New York City Metropolitan Area

Experience in developing data warehousing, data lakes, batch, or real-time
event processing, performance, and scalability optimizations and Exact
Transform and Load (ETL) workflows solutions. Experience in writing code in a
common development languages such as Python, JavaScript, C#. Experience
in technical sales in the fields of cloud computing, data, information lifecycle
management, and Big Data. Knowledge of Linux, with the ability to address
domain name systems, transmission control protocol, firewalls, proxy servers,
load balancing, virtual private networks, and virtual private cloud.

As a Global Senior Solutions Architect, I am working with the Sales team to introduce AWS Cloud to our customers. I am helping prospective and existing customers and partners understand the power of AWS Cloud, develop creative cloud solutions and architectures to solve their business challenges, and problem-solve any potential roadblocks.

## Global Senior Solutions Architect, App Modernization, Financial Services
December 2021 - February 2023 (1 year 3 months)
New York City Metropolitan Area

Working with structured Enterprise Architecture practices, hybrid cloud deployments, and on-premise-to-cloud migration deployments and roadmaps. Involved in building, architecting, designing, and implementing highly distributed global cloud-based systems. Delivering results and work cross-functionally to position and orchestrate solutions consisting of multiple products. Engaging and influencing audiences and identifying expansion engagements within accounts. Working knowledge of technology solutions and ability to learn, understand, and work quickly with emerging technologies, methodologies, and solutions in the cloud/IT technology space. Understanding the needs of our customers and helping shape the future of businesses of all sizes use technology to connect with customers, employees and partners. Making recommendations on integration strategies, enterprise architectures, platforms, and application infrastructure required to successfully implement a solution providing best practice advice to customers to optimize AWS Cloud effectiveness. Building a trusted advisory relationship with strategic financial services accounts and engaging with executives to identify customer priorities, technical objections, and design strategies, encompassing the entire AWS cloud ecosystem.
Leading cross-functional teams and experts to help customers design, plan, implement, and govern enterprise cloud strategies. Providing domain expertise around public cloud and enterprise technology and effectively promoting AWS Cloud with customers. Manage the enterprise architecture relationship with customers by collaborating with several different teams. Also visiting customer sites, conferences, doing immersion days, cloud security reviews, training and other related events as required.

## Strasz Assessment Systems
8 years

### Senior Team Lead - Engineering | Senior Software Architect | Azure Cloud Solutions
January 2020 - December 2021 (2 years)

My role is more customer facing and owning full technical and architecture decisions for their existing and new products. I am actively involved in understanding the customer technical environment and proposing proper aligned Azure Solutions for existing on-premises workload migration to Azure. I participate in enterprise architecture design sessions, project implementation and work on pilot applications. I lead a team of 4 software developers. Establishing teamwork by defining a common approach for problem solving skills. I write code for Microsoft and Angular framework that developers use to implement business stories focusing more on Azure Cloud,Troubleshooting, Technical Support on various Information Technology. I was involved in cloud migration. I have technical experiences on Cloud Infrastructure, Architecture Designs, on-premise workload migrations and virtualization, Created ARM templates, Created CI/CD pipelines in Azure DevOps, Integrated Azure Identity & Azure Key Vaults, Setup Azure VNet and security by applying NSG to subnets, Created scalable applications using Azure App Services and Cosmos DB, Working with Azure Server-less wrote Azure Function Apps used Azure Service Bus to communicate between Microservices. Used Service endpoints to Communicated Azure Web App with Azure VM hosting Microsoft SQL Server using service endpoints. Created new modern cloud native applications using Azure Identity Providers. Wrote Azure Pipelines used custom PowerShell scripts to deploy Angular app to npm registry and deployed apps to Azure static site. Wrote various GitHub actions. Working experience with Visual Studio and VS Code. Integrated backend with Amazon Web Services (AWS) api for rubric engine. Setup Windows Server & IIS to host LOB applications. Proposed solutions with architecture diagrams to various business problems. Linux OS and Bash scripts, Azure Containers, API Management, BCDR, Networking and Hybrid Cloud Infrastructure. Recruiting new developers.

### Team Lead - Engineering
January 2018 - January 2020 (2 years 1 month)
Princeton, New Jersey

Leading 7 software developers team. Owning the overall technical relationship between the customer and Microsoft & Azure Infrastructure and Applications Development Platform related technologies & software development. Working on Service Oriented Architecture with Domain Driven Design philosophy. Practicing Clean Code, TDD and BDD to deliver quality Code. Mapping customer business problems to  process-combined-with-technology solutions. Demonstrated resourcefulness and confidence under pressure. Using N-

Service Bus to communicate among enterprise services. Transfer knowledge and share best practices with team members to help enhance the quality of engagement delivery and the customer experience. Participate in Open-Source communities, and contribute to Intellectual Property by authoring development contents over Pluralsight and YouTube. Conducted various technical training sessions for software developers. Provided subject matter expertise for large, enterprise products & integration. Establish effective working relationships with cross-area project teams. Participated in customer discussions for Epics and Features. Helping dev team for developing, debugging & fixing critical issues, databases design, analytics, deployment scripts CI/CD, code review. Participate in weekly learning sessions. Engaging in IT and business executive to Modern application development, cloud computing, cloud migration, and overall IT best practices and Cloud Adoption. Helped customers to use Microsoft technologies to bring their confidence on Microsoft platform and services. Delivered many working projects with increased customer satisfactions.  Implementing secure and scalable systems, drive tactical and strategic initiatives with development teams, build software performance metrics for products like packager to display services health. Create item preview for authors and LOB applications. Created POC on an Angular app running inside a Salesforce VisualForce page.

Senior Software Developer
January 2014 - January 2018 (4 years 1 month)
Princeton, New Jersey, United States

I am developing multiple web applications and tools for AICPA to deliver high stack exam content using AngularJS, Typescript, Asp.net, C# Entity Framework and SQL. Implementing Domain Driven Design. Participating in modeling, scrum grooming, planning meetings. Writing code, debugging, fixing bugs, deploying to QA and talking to business and understanding new requirements. Implementing CI/CD Integration for deployment of various applications in DEV, QA, UAT, PROD. environments. We use VMWare to connect to a LAB simulated environment and test the exam. Leading Angular Team and developed enterprise level framework to help development to support composition UI for micro-frontend architecture. Used Nrwl.NX framework to create enterprise monorepo. Created tools to enable developers to write quality code like snippets, linting rules etc. Created JavaScript and Node.js project templates like project boilerplate templates for common projects. Like system apps, service apps, Web Services, Databases, autonomous component apps by following IT development best practices. I wrote a framework to communicate in-memory between various micro-

frontend-services. Working on MEAN stack including MongoDB, nodejs Servers. I actively run a YouTube channel and write a weekly blog for developers. Playing the Team Leadership role, I train freshers and software professionals to make them full stack software engineers. Learning Docker Products created POC. Helping NASBA, AICPA and Prometric strategic partners to create new regions for Driver Content delivery, did Requirements Analysis, creating Enterprise Architecture & knowledge sharing documents that helped various Business Stakeholders. Using Hibernate and Mass Transit created SOA POC. Used Microsoft Exchange, Zoom, Slack and many Unified Communications & Unified Messaging tools.

## Fujifilm Medical Systems
Senior Software Engineer
April 2012 - January 2014 (1 year 10 months)
40 Boroline Rd, Allendale, NJ 07401

I work in web application using .Net 4, VS 2010, MVC, C#, Razor, Entity Framework, JavaScript, jQuery, Silverlight, Prism, SQL and part of a 10 members Scrum team. I was given a challenge to solve a multi monitor web application problem. User is supposed to change the UI in one browser while editing the view. And in another browser the view should be rendered in read only mode. I took this challenge and solved this problem. Also from the 2nd browser they can edit the report. I developed a Software Design, dedicated JavaScript framework that can help us to communicate between browsers. This was a great achievement and it helped businesses to achieve their goal of working with report review in multiple monitors. The entire framework was written in JavaScript and closure libraries.  Owner and Founder of Fullstack master online learning portal for angular and cloud technology training. I hosted this Fullstack master dot net site built on LAMP (Linux, Apache, MySQL and PHP) developed subscriptions module from scratch using Stripe API integration using PHP and Laravel framework deployed over cloud.

## Humana / Syntel Inc.
Project Lead Developer
March 2011 - April 2012 (1 year 2 months)
Worked on implementation, and testing of web-based applications, using technologies such as Asp.net, SQL, C#, jQuery, JavaScript, XML, Web Services call to Java backends, Silver light, MVVM, WPF, XAML. Performed business intelligence tasks. Worked in Onsite/Offshore (Hybrid) Delivery Model, acted as the onsite coordinator for offshore development center team of 3-4 people. I trained various groups of 10-12 people in the jQuery library

and jQuery UI. I was given a problem to solve staggered UI rendering. I am doing Business Analysis, writing .NET framework to control lifecycle of pages and child reusable user controls in c# asp.net. I also had to create a grid in JavaScript which will on demand load child tables by fetching data from various services.  I was part of the core team and saved many projects by helping them when they were at risk. Creating and maintaining Business Intelligence (BI) tools SSRS, SSIS.

## Tata Consultancy Services
IT Analyst
January 2008 - March 2011 (3 years 3 months)
Hopewell Township, New Jersey, United States

Worked with Bank of America Merrill lynch at NJ hopewell. I worked in Asp .NET 2.0 and 3.5, C#, JavaScript, jQuery  with Sybase. I took the initiative to build a UI using jQuery and jQuery UI. Created a complex grid to show Managed finance account portfolios in a nested table. I used jQuery Table. I also contributed to other teams and mentored them. I developed reusable HTML helpers to be used in Merrill Lynch UI.  Worked on the Health care Audatex project and Microsoft RFID book library POC project. Part of the entire Software Development Life Cycle (SDLC) and involved end to end roles from creating low level documents and high level use case documents , design and develop application tests and deploy to various environments including QA, DEV, UAT, PROD servers. Followed Software Design patterns like factory, and facades patterns. Maintained software for Trading System and updated PL/SQL queries.

## Hexaware Technologies
Software Engineer
July 2005 - December 2007 (2 years 6 months)

As a software engineer in my team I am responsible for creating web pages using asp.net 2.0, html and CSS. Adding client side validation using JavaScript. Created Asp.net Master page and many child pages. Dynamically changed the master page of many child pages. Created submit form as reusable control used in many .NET pages. Worked on the Health care domain in Audatex project and Microsoft RFID book library POC project. I also participated in creating domain layer and data-access layer to do CRUD (create, read, update, deploy) operation on Library project. From a Web app called Web APIs written in Java using asp.net service discovery and proxy. Wrote a query for Oracle Database. Created POC projects using C++. Worked on Embedded Systems for recording electric meter reading devices using

PowerBuilder software. Participating in Business Process, Requirements Analysis & Databases design meetings.

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## Education

Indian School of Business
Executive Education - Chief Technology Officer Program, Technology Leadership & Business Strategy · (February 2025 - September 2025)

Veer Surendra Sai University Of Technology ( Formerly UCE ), Burla
Bachelor of Engineering (B.E.), Electronics & Telecommunication · (2001 - 2005)

Gangadhar Meher University
HEIGHER SECONDARY EXAMINATION CERTIFICATE, SCIENCE · (1998 - 2000)

Saraswati Vidhya Mandir
HIGH SCHOOL CERTIFICATE EXAMINATION · (1986 - 1998)