March 19, 2021

**KEY**:

Yellow = Fragomen

Blue = Amazonian

US Citizenship and Immigration Services

[Address]

**RE: L-1B Petition for Temporary Professional Employee and Request for Extension**

Petitioner: [Petitioning Entity] (“Amazon-US”), a wholly-owned subsidiary of Amazon.com, Inc.

Beneficiary: **[LAST NAME, First Name]** (the “Beneficiary”)

U.S. Position: **[US Job title]**

Period Requested: [Dates of requested employment – MM/DD/YYYY to MM/DD/YYYY]

Dear Sir or Madam:

Amazon-US submits this letter in support of its petition for L-1B nonimmigrant status so that the Beneficiary may continue to serve in the specialized knowledge position of [US Job Title] for a temporary period of two years, subject to our standard employment at-will policy. The Beneficiary qualifies for L-1B status because the Beneficiary performed in a specialized knowledge capacity as [Foreign Job Title, should match with the initial filing] with [Foreign Entity], (“Amazon-[Foreign Country]”) in Bengaluru without interruption from 09/10/2012 to 11/10/2016.

**The Beneficiary is eligible for L-1B nonimmigrant status**

1. **Qualifying corporate relationship:** Amazon-US and Amazon-[Foreign Country] are both wholly-owned subsidiaries of Amazon.com, Inc., and therefore qualify as related corporate entities under the Immigration and Nationality Act.

1. **Bachelor’s degree:** The Beneficiary earned a [Bachelor’s/Master’s] degree in [Field of Study] from [University Name], which has been evaluated to be the equivalent of a US [Bachelor’s/Master’s] degree in [Field of Study].
2. **The proffered position requires specialized knowledge:** The Beneficiary is being offered a full-time specialized knowledge position as a [US Job title] at Amazon-US.
3. **At least one year of continuous full-time employment abroad in a specialized knowledge position:** The Beneficiary was employed as a full-time Business Analyst at Amazon-[Foreign Country] from September 10, 2012 to November 9, 2016

***The Beneficiary’s Specialized Knowledge Role Abroad***

In the Beneficiary’s specialized knowledge role at Amazon-[Foreign Entity], the Beneficiary was a critical member of the Compliance Operations (“COPS”), the Compliance Operations team consisted of 400 members, comprising 3 Business Analysts, 1 Director, 3 Site Leaders, 6 Senior Operations Managers, 8 Operations Managers, 14 Compliance Managers, 17 Subject Matter Experts, and 348 Associates. Mr. Byladakere Somashekaraiah was one of the most senior members on his team with Amazon-INDIA and served as a mentor for at least 2 business analysts, 2 Compliance Managers, 5 Subject Matter Experts and 50 Associates.

At Amazon-INDIA, Mr. Byladakere Somashekaraiah used his knowledge of Amazon-specific technologies to develop new features for the Compliance Operations team that would aid in support for multiple programs such as restricted products, dangerous goods, and imported products. While employed with Amazon-INDIA, Mr. Byladakere Somashekaraiah delivered several key projects, including automated dashboards he builtfor Weekly and Monthly Business Reporting (WBR/MBR) using ETL Manager, Redshift, S3, and Grasshopper in combination with his Excel and SQL expertise. As a member of the Compliance Operations team, Mr. Byladakere Somashekaraiahwas responsible for finding relevant data sources, building data queries, transforming data into a usable state, designing & building dashboards and analyzing data patterns to help the leadership. Mr. Byladakere Somashekaraiah’s technical expertise and experience with Amazon helped the growth of Amazon’s development center in Bengaluru, India, and singled him out as uniquely qualified for transfer to the U.S. team.

On this team, the Beneficiary served as a [Foreign Job Title, should match with the initial filing], he served as an invaluable member of the Compliance Operations team. As a Business Analyst, he used Amazon proprietary development technologies and platforms to extract, transform, aggregate and manipulate massive volumes of data. In doing so, he gained highly specialized knowledge necessary to quickly improve the effective time needed to develop codes and identify the deficiencies and vulnerabilities and solve them on the Compliance Operations team for Amazon. Mr. Byladakere Somashekaraiah was selected as a unique candidate for transfer to the United States because while at Amazon-INDIA, he gained extensive special knowledge and advanced understanding of Amazon’s proprietary tools and technologies. Specifically, he gained expertise in suite of interlocking Amazon tools with unique business intelligence functionalities to design scalable solution, build engineering tools and present the findings and analysis to the leadership team.**The level of expertise** **Mr. Byladakere Somashekaraiah acquired with Amazon-INDIA is not only non-existent outside of Amazon, but extremely uncommon even within Amazon, and undoubtedly advanced Amazon’s competitiveness in the global marketplace**.

Specifically, the Beneficiary performed the following job duties, all of which require extensive specialized knowledge of Amazon’s internal tools, technologies, products, procedures, and processes:

|  |  |  |
| --- | --- | --- |
| **Job Duties** | **% of Time Spent on duty** | **Amazon’s products, services, tools, research, equipment, techniques etc. requiring specialized knowledge** |
| Defining Management Information reporting requirements and compliance related dashboards to enable an integrated approach covering all compliance topics.   * Collaborate with Business teams to distill specific data requirements from high-level business goals * Extract data from Data Warehouse and build data pipelines through ETLM,S3 and Redshift * Anlayse Data for the accuracy of data and provide perspective to leaders on how to view the metrics. | 15% | Simple Storage Service, Redshift, ETLM, VIRT Dashboard |
| Building a compliance organization level reporting dashboard to help management understand challenges and risks faced around compliance.   * Build easy to understand and lite Dashboard using Redshift, ETLM and excel   Refresh and circulate Dashboards and reports to customers on a daily basis using Amazon metrics. | 15% | Simple Storage Service, Redshift, ETLM, VIRT Dashboard |
| Understanding requirements from the leadership and product compliance teams and mapping them with data sources / data warehouse.   * Present the various design and views for leadership using the Redshift, VRIT dashboard. * Review and dive deep into various data tables in ETLM to seek the suitable data source.   Incorporate the new data source into the existing views. | 15% | Redshift, ETLM, VIRT Dashboard |
| Guiding and mentoring junior analysts on how to use Amazon’s proprietary tools and technologies.   * Creating Code library in ETLM for junior analyst to reuse the codes to save time for development * Create training material and sharing best practices to junior analyst to reduce the learning curve. | 10% | Redshift, ETLM, VIRT Dashboard |
| Executing high priority (i.e. cross functional, high impact) projects to improve operations performance with the help of analytics managers.  To do Data analysis the on large dataset and identify the patterns using Redshift and ETLM to build Models to support the hypothesis. | 10% | Redshift, ETLM, VIRT Dashboard |
| Planning resourcing, analyzing and reporting daily, weekly and monthly metrics; identifying trends and opportunities to reduce costs and improve processes.  Create a Productivity Metrics using Redshift, ETLM to plan and track the Headcount correctly that enabled multiple other stakeholders to perform their task in hand effectivity. | 20% | Redshift, ETLM, VIRT Dashboard |
| Partnering with stakeholders as a part of the solution process, to potentially minimize revenue impacts owing to compliance actions. | 15% | Redshift, ETLM, VIRT Dashboard, S3 |

The Beneficiary’s job duties abroad required specialized and advanced knowledge that can only be gained by working for Amazon. As noted above, the Beneficiary gained a unique combination of skills in the Beneficiary’s role at Amazon-[Foreign entity]. For this reason, the Beneficiary was identified as one of the most technically outstanding members of [his/her] team.

In particular, the Beneficiary gained a level of expertise in a number of Amazon tools and technologies that is rare to find, even within Amazon, and is impossible to find outside of the company. These include the following:

* Redshift: Amazon Redshift is a fast, fully managed, petabyte-scale data warehouse that makes it simple and cost-effective to analyze all your data using your existing business intelligence tools. **Mr. Byladakere Somashekaraiah will continue to use Redshift to consolidate Display Ads Finance data and manage the unified database.** In Redshift Mr. Byladakere Somashekaraiah will design and develop the Data architecture needed for other analysts to use for reporting.Only 3 people had working knowledge of this tool out of a team of approximately 400 people
* Extract Transform Load Manager (ETLM): The core "operating system" of the Data Warehouse. This complex system manages all of the injection and extraction of data in a consistent and predictable way. Users interact with ETLM through the DataNet web application by scheduling load or extract jobs and defining where to retrieve or pull the data. **Mr. Byladakere Somashekaraiah will continue to use ETLM to retrieve Amazon wide data transform and load into new data tables created in Redshift** and less than 20 people had working knowledge of this tool out of a team of approximately 400 people
* Simple Storage Service (S3): S3 is a reliable, fast and cheap way to store data on the Internet. S3 can be used to store just about anything: XML documents, binary data, images, videos, or whatever else our customers want to store. **Mr. Byladakere Somashekaraiah used S3 in combination with Redshift. This tool is necessary to store data efficiently to keep historical data and populate data tables** and only 2 people had working knowledge of this tool out of a team of approximately 400 people
* Remedy / Simple Issue Manager (SIM): Remedy and SIM are platforms that unify issue management and workflow applications at Amazon, including tickets, backlogs, and sprints. At Amazon, we leverage these platforms to build company-wide systems. These systems are owned by the Service, Website, and Issue Management Team. **These tools will continue to allow Mr. Byladakere Somashekaraiah to organize and prioritize projects appropriately by collecting requirements and assigning prioritizations** and only 2 people had knowledge of this tool out of a team of approximately 400 people

Grasshopper: Grasshopper is a visual query-building interface for Amazon Data Warehouse. It is best suited for users who do not want to write SQL queries. This tool is used with VIRT dashboard and is similar to ETLM, but without SQL. This is a more established tool and **Mr. Byladakere Somashekaraiah will continue to use it as a reference for the Amazon Quicksight integration with Redshift tables** and less than 100 people had working knowledge of this tool out of a team of approximately 400 people

The Beneficiary played a key role in several critical projects for Amazon-[Foreign Entity], including the following:

* **[**Compliance Operations growing with rapid pace didn’t have Automated Dashboards to monitor the entire operations. It was reducing the pace of program growth and lack of visibility to leadership on the performance. **Mr. Byladakere Somashekaraiah utilized his expertise in Redshift, Amazon ETLM, Grasshopper, VIRT Dashboard to build an Excel based automated dashboard which helped business users easily navigate and monitor key metrics.** This helped save a 4 full time employees for his team as they no longer needed to pull the data manually and organize them. His specialized knowledge of these technologies will be highly valuable for the U.S. team as they will also require for his role in the U.S. Mr. Byladakere Somashekaraiah’ s specialized knowledge over the past three and a half years distinguishes him from other Amazon employees in his field.

* With the large amount of data and requests, it was impossible task for one person to manage them, hence to make it self-severing **Mr. Byladakere Somashekaraiah conducted trainings on a number of technologies for his associates and managers such as:** Grasshopper (Amazon's tool for non-tech users to retrieve data) to over 100 associates/managers and ETML to 20 employees. His expertise in these technologies will eliminate ramp-up time in the Business Analyst I role as these specialized skills make him a unique fit for the most critical initiatives for the team.

[Please add any relevant information from the additional applicant questions below].

As detailed above, the Beneficiary has developed an extremely rare skillset through the Beneficiary’s [4 of years] of experience working for Amazon abroad, and the Beneficiary’s transfer to the US is critical for the US operation to meet its business objectives in an increasingly competitive marketplace.

***The Beneficiary’s Specialized Knowledge Role in the U.S.***

Amazon-US is continuing to offer the Beneficiary employment in the specialized knowledge position of [US Job Title]. In this role, the Beneficiary will continue to work with the Alexa Connected Devices, which is responsible for [Insert US Team description – 4-5 sentences describing what your team does, including its primary purpose and how it works into the company’s overall objectives].

On this team, the Beneficiary serves as a [US Job Title], where the Beneficiary is a key employee in owning the Data domain for entire Alexa Connected Devices org and to Size, scope, build and maintain data infrastructure to plumb and store the data to create metrics and dashboards to team and stakeholders to display manage business and make effective decisions, also partner with internal teams to identify process and system improvement opportunities. This is important to the team since at Alexa Connected Devices we need to have 100% accurate data within a short period of time in a scalable way for multiple stakeholders and Leadership which is also Amazons tenant of being Data driven company.

Specifically, the Beneficiary will be responsible for the following specialized knowledge job duties:

|  |  |  |
| --- | --- | --- |
| **Job Duties** | **% of Time Spent on duty** | **Amazon’s products, services, tools, research, equipment, techniques etc. requiring specialized knowledge** |
| Translate complex or ambiguous business problem statements into analysis and reporting requirements. Proactively and independently work with stakeholders to construct use cases and associated standardized outputs. | 20% | S3, EDX, Redshift, ETLM, ADW, Athena , Hammer stone, Amazon Metrics, Quick sight |
| Build Data pipeline to bring in and store the data in a scalable and sustainable manner | 15% | S3, EDX, Redshift, ETLM, ADW, Athena , Hammer stone, |
| Build meaningful Dashboard and Visualization to help leadership find answers to a problem in easy and quicker way. | 10% | S3, EDX, Redshift, ETLM, ADW, Athena , Hammer stone, Amazon Metrics, Quick sight |
| Size, scope, build and maintain metrics and queries for weekly, monthly, quarterly, and annual reports to team and stakeholders to manage business and make effective decisions. |  |  |
|  | 10% | S3, EDX, Redshift, ETLM, ADW, Athena , Hammer stone, Amazon Metrics, Quick sight |
| Scale data processes and reports; write queries that stakeholders can update themselves or can be automated along with having a working knowledge of the data available or needed by the wider business for more complex or comparative analysis and the ability to work with a variety of different data sources. | 15% | S3, EDX, Redshift, ETLM, ADW, Athena , Hammer stone, Amazon Metrics, Quick sight |
| Optimizing source data to maximize reporting automation. Identify and adopt best practices in reporting and analysis: data integrity, test design, analysis, validation, and documentation. | 15% | S3, EDX, Redshift, ETLM, ADW, Athena , Hammer stone, Amazon Metrics, Quick sight |
| Partner with internal teams to identify process and system improvement opportunities. Continuously test and improve predictive models with new data inputs. | 10% | S3, EDX, Redshift, ETLM, ADW, Athena , Hammer stone, Amazon Metrics |

The Beneficiary’s job duties in the U.S. will require specialized and advanced knowledge that can only be gained by working for Amazon. As noted above, the Beneficiary will be required to use a unique combination of skills in the Beneficiary’s role at Amazon-US. Copied below is a list of the Amazon patented, proprietary tools and technologies required by the U.S. position:

* **[Amazon Tool/Technology**: Please include a list of the 3-5 most obscure Amazon tools/technologies that you work with, specifically noting:

1. If there are only a few people on your team or within Amazon who know how to use this particular technology, please estimate how many other Amazonians have this knowledge;

2. Whether knowledge of this tool/technology is required/important for your position in the US].

* Redshift: Amazon Redshift is a fast, fully managed, petabyte-scale data warehouse that makes it simple and cost-effective to analyze all your data using your existing business intelligence tools. **Mr. Byladakere Somashekaraiah will continue to use Redshift to consolidate Display Ads Finance data and manage the unified database.**
* Extract Transform Load Manager (ETLM): The core "operating system" of the Data Warehouse. This complex system manages all of the injection and extraction of data in a consistent and predictable way. Users interact with ETLM through the DataNet web application by scheduling load or extract jobs and defining where to retrieve or pull the data. **Mr. Byladakere Somashekaraiah will continue to use ETLM to retrieve Amazon wide data transform and load into new data tables created in Redshift.**
* Hammerstone: It is a data integration platform designed to accelerate the internal adoption of Amazon Redshift, AWS’s data warehouse. Hammerstone provides an easy-to-use UI which allows customers to create workflows (called pipelines) and activities designed to COPY- Load data from S3 to Redshift clusters, EXTRACT- Query data on Redshift with SQL and output the results to S3. TRANSFORM- A more versatile type of extract activity which supports multiple SQL statements, identity key management, and auditing steps. Query data on Redshift with SQL and output the results to S3. **Mr. Byladakere Somashekaraiah will continue to use • Hammerstone to retrieve Amazon wide data transform and load into new data tables created in Redshift when the data is present in S3.**
* Elastic Data eXchange (EDX): EDX is designed to be Amazon's one-stop shop for all en-masse data with an emphasis on large-scale data interchange. EDX is about connecting data from providers to their consumers and providing the service to manage the persistence of that data. There is a growing need for bulk data storage and efficient transport within our organization. Many of our customer teams are forced to build one-off solutions adding to operational challenges, in order to effectively manage ingress and egress of bulk data across systems. EDX service is aimed at solving similar problems for all teams which are in need of securely managing data movement and access. **Mr. Byladakere Somashekaraiah will continue to use EDX in combination with the Redshift. This tool is necessary to move data quickly and efficiently so that the Display Ads Finance team and stakeholders can view all necessary data in once source.**
* Simple Storage Service (S3): S3 is a reliable, fast and cheap way to store data on the Internet. S3 can be used to store just about anything: XML documents, binary data, images, videos, or whatever else our customers want to store. **Mr. Byladakere Somashekaraiah will continue to use S3 in combination with EDX, Redshift, and VIRT Dashboard. This tool is necessary to store data efficiently so that the Display Ads Finance team can keep historical data used to populate data tables.**
* Amazon Athena: Amazon Athena is an interactive query service that makes it easy to analyze data in Amazon S3 using standard SQL. Athena is serverless, so there is no infrastructure to manage, and you pay only for the queries that you run. **Mr. Byladakere Somashekaraiah will continue to integrate the data from AmazonAthena to Display ads Redshift cluster using EDX.**
* Amazon Metrics: At Amazon it is very common to have regularly produced metrics decks that are comprised of Excel files linked to the output of one or more Data Warehouse queries (Datanet Data Feed jobs). Traditionally this requires manual effort to refresh the data and initiate calculation of the workbook. Metrics jobs are a new type of Datanet job that allows the inclusion of data feed job results into Microsoft Excel document and perform worksheet calculation as the final step in the Datanet dependency chain. **Mr. Byladakere Somashekaraiah will continue train the team on using Amazon Metrics to build Excel Decks to move the computation from Excel to Amazon Metrics.**
* Amazon QuickSight: Amazon QuickSight is a very fast, cloud-powered business intelligence (BI) service that makes it easy for all employees to build visualizations, perform ad-hoc analysis, and quickly get business insights from their data. Amazon QuickSight uses a new, Super-fast, Parallel, In-memory Calculation Engine (“SPICE”) to perform advanced calculations and render visualizations rapidly. Amazon QuickSight integrates automatically with AWS data services, enables organizations to scale to hundreds of thousands of users, and delivers fast and responsive query performance to them via SPICE’s query engine. At one-tenth the cost of traditional solutions, Amazon QuickSight enables the user to deliver rich BI functionality to everyone in an organization. **Mr. Byladakere Somashekaraiah will continue to integrate this tool with the database tables, to create Dashboard and visualization to provide Display Ads Finance stakeholders without the need to writing SQL.**
* Remedy / Simple Issue Manager (SIM): Remedy and SIM are platforms that unify issue management and workflow applications at Amazon, including tickets, backlogs, and sprints. At Amazon, we leverage these platforms to build company-wide systems. These systems are owned by the Service, Website, and Issue Management Team. **These tools will continue to allow Mr. Byladakere Somashekaraiah to organize and prioritize projects appropriately by collecting requirements and assigning prioritizations.**

The Beneficiary will continue to serve as a key leader for several critical projects for Amazon-US, including the following:

* **Alexa Connected Devices Data infrastructure:** As part of the 2020-2021 initiative roadmap, **Mr. Byladakere Somashekaraiah** would be working to re-inventing the Alexa Connected Device data infrastructure that will 1) create data infrastructure to host the required and accurate data, 2) apply business rules & context to make the data meaningful & display, 3) provide the tools, knowledge to retrieve the data by enabling self-service along with technical support and 4) use statistical tools to create low cost models to help solve business. **Mr. Byladakere Somashekaraiah will be using S3, EDX, Redshift, ETLM, Athena and Hammerstone to retrieve data (S3 & Athena), store data (S3, EDX, and Redshift) and transform the data between tools (ETLM & Hammerstone).**
* **Multi Agent analytics:** “Powered by Alexa” is a developer program to let them build their own voice assistants (agents) using Alexa’s stack, for a fee. PBA agents can “license domains,” rendering Alexa’s domain responses in their own custom TTS voice. PBA agents can also “handoff” to Alexa, (“Benson, buy eggs” , “Lemme get Alexa for that”,“Alexa here, I bought eggs”). Because the utterances (dialogs) for PBA agents flows through the same stack and systems as Alexa we can measure their usage, analogous to how we measure Alexa’s usage today. For each dialog/utterance, we indicate the requested agent (ex. the one customer invoked with a wakeword) and the responding agent (the one that actually responded to the customer).We want launch measures of customer usage, economic value from agents (e.g. DEV/EVE, compared to control cohorts on same device types), and agent quality (e.g. agent dialogs that end in failed utterances or non-purposeful “dead-ends”). **Mr. Byladakere Somashekaraiah will be using S3, EDX, Redshift, ETLM, Athena and Hammerstone to retrieve data (S3 & Athena), store data (S3, EDX, and Redshift), transform the data between tools (ETLM) and define metrics and create a dashboard (QuickSight).**
* **MDAD : Multi-Device Adoption & experience Dashboard (MDAD):** We routinely need to collect data on multi-device spaces to inform prioritization discussions. To assist with this, we'd like to turn simple queries into proper dashboards. Examples queries are illustrated on this page (I/O Decoupling Phase II: Spaces Queries). The goal of the project was to create a Quick sight dashboard to refresh on a weekly basis with all the necessary filters to slice and dice the data and have a readily available data for PRFAQs. **Mr. Byladakere Somashekaraiah will be using Redshift, ETLM to retrieve, store data (Redshift), transform the data between tools (ETLM) by applying complex business logics, define metrics and create a dashboard (QuickSight).**

[Please add any relevant information from the additional manager questions below].

Because the position requires a highly technical combination of expertise, performing advanced engineering techniques using Amazon’s proprietary tools and technologies, the position has been classified as one of the most technically advanced within the Amazon organization. For this reason, only a candidate with truly specialized and advanced knowledge as a [Foreign Job Title, should match the initial filing] at Amazon could successfully perform the duties required by the role.

**Amazon’s L-1B Nonimmigrant Petition Should be Approved**

Amazon’s L-1B Nonimmigrant Visa Petition on behalf of the Beneficiary should be approved. Amazon-US will offer the Beneficiary temporary employment as [US Job Title], at an annual salary of $[Salary] plus standard company benefits. The Beneficiary is uniquely qualified to serve in this position by virtue of the Beneficiary’s extensive knowledge and experience with proprietary Amazon technologies, tools, products, processes and services. Amazon stands alone amongst all of its competitors in terms of the massive scale of its technology and constant evolution of the spheres in which it operates. Amazon has its own set of over 10,000 proprietary services that are constantly evolving to keep up with new technological developments. It is critical for Amazon to be able to transfer experienced engineers like the Beneficiary in order to meet its business needs and stay ahead of its competitors.

Thank you for your kind attention to this matter.

Very truly yours,

Randy Mendoza | Brenna Maros | Allison Wilson | Andrea Grenier-Geslain | Dana Math

US Immigration Program Manager | Immigration Specialist

**Additional questions for Amazonian:**

***Abroad Position (Outside the US)***

**This is same as previously provided answers.**

1. What was your base annual salary?
2. Were you the most senior person on your team outside the US?
3. Did you act as team lead, or hold another key role? If yes, explain how you were identified for the leadership position.
4. Did any of the projects you worked on outside the US increase productivity, competitiveness, or revenues for Amazon? If yes, explain.
5. Has any of your work been patented? If yes, provide patent numbers and white papers.
6. Have you won any awards for your work? If yes, provide a description of the award criteria, why you received it, and a picture of the award.
7. Have you led the development of any of the tools or technologies your team uses? If yes, explain.
8. Have you led any trainings? If yes, explain.
9. What particular knowledge or set of skills set you apart from your teammates at the same level?
10. Were you considered a subject matter expert on your team outside the US?
11. What were the big picture goals of your team outside the US and how did they impact Amazon’s customers?

***US Position***

1. Are you the most senior person on your current team?

A: Yes, We are the team of 1 Data engineer and 1 BI Engineer.

1. Do you act as team lead, or hold another key role? If yes, explain how you were identified for the leadership position.

Yes, I am the first Sr BIE in the team, responsible for defining BI goals and vision impacting 250 team org.

1. Are any of the projects you’re working on increasing productivity, competitiveness, or revenues for Amazon? If yes, explain.

A: Yes, the projects I am working on are designed to enable quicker and more streamlined availability of data which will reduce the manual work required to process the data. This should enable our business and finance teams to be more productive. The dashboards that I build will enable efficient and meaningful discussions on the progress we made and also unearth opportunities that will in-turn enable higher revenue.

1. Has any of your work been patented? If yes, provide patent numbers and white papers.

A: No.

1. Have you won any awards for your work? If yes, provide a description of the award criteria, why you received it, and a picture of the award.

A: No.

1. Have you led the development of any of the tools or technologies your team uses? If yes, explain.

A: Yes, since I am first of kind in my Job family, I lead the development of any of the tools used for BI needs.

1. Have you led any trainings? If yes, explain.

A: Yes, Quicksight and Redshift SQL training. To enable to team members to self-serve the data needs and build dashboards.

1. What particular knowledge or set of skills sets you apart from your teammates at the same level?

A: Deep SQL knowledge, building dashboards using Quicksight and tableau.

1. Are you considered a subject matter expert on your team?

Yes, for SQL, Dash boarding and Data models.

1. What are the big picture goals of your team in the US and how will they impact Amazon’s customers?