

Title: AWS Specialist / AWS Customer Delivery Architect

### **About CleanSlate**

Founded in 2000, CleanSlate Technology Group (CSTG) is a technology consulting firm specializing in custom-built, modern applications and products that deliver greater agility, faster speed to innovation, and the resiliency to handle whatever the future throws your way. At CSTG, we believe that when you combine the power of technology with brilliant ideas, the sky's the limit.

### **AWS Customer Delivery Architect**

We are looking to add an **AWS Customer Delivery Architect** to our team. If you are constantly curious and an inspired innovator that wants to help clients explore new ideas in technology and AWS this role is built for you. The **AWS Customer Delivery Architect** is a new growth role within our client innovation team that is around our qualify-solution-deliver model. The **AWS Customer Delivery Architect** will drive our "All Hands Alliance" values and partner with our sales, partner innovation, and delivery leaders to dive deep into a client's business challenge, qualify client cloud needs, collaboratively propose AWS solutions that result in a new client engagement.

This role is not a pure technical consultant nor a pure sales role. The individual will need AWS platform expertise, hands-on building, cross-industry business acumen and a passion for our clients. This individual will need a passion and drive for continual growth in their AWS and overall technical knowledge, keep up with trends of markets and AWS, be able to facilitate C-Level to Architect discussions, become certified in technologies, and have passion for our current and new clients.

Are you an inspired innovator with a passion for AWS cloud innovation? Do you have what it takes to boost our clients and CleanSlate to the next level?

### **As part of the CleanSlate Client Innovation team you will**

- Participate as a key member of our Client Go-To-Market teams, ensuring success in designing, building, optimizing, transforming, and migrating applications, software, and services onto the AWS platform
- Educate customers on the value proposition of AWS
- Participate in deep architectural discussions and design exercises to create solutions built on AWS while ensuring solutions are designed for successful deployment in the cloud
- Be a community thought leader on AWS technologies and assist in authoring AWS customer-facing publications such as ebooks, blogs, and proof of concepts
- Partner with the Sales and Delivery Team, formulate, and execute a strategy to accelerate customer outcomes through the adoption of AWS in conjunction with Delivery Engagements



- Support sales and marketing staff in sales calls and demand generation activities as part of the presales process
- Build deep relationships with senior technical individuals within customers and enable them to be cloud advocates
- Develop relationships with technical and solution architect roles within the AWS partner ecosystem
- Advise and consult on Cloud architectures that advance clients in technology trends such as IoT, Big Data, AI, Serverless, and traditional cloud migration and transformations of compute, storage, and associated applications.
- Execute Point of Entry advisory engagement with clients and conduct Well-Architected Reviews, Migration Acceleration business case assessments, Proof of Concept Jumpstarts, and CleanSlate AWS Accelerate programs.
- This is a customer facing role. You be required to travel to client locations to deliver professional services when needed.

### **Required Qualifications**

- Bachelor's Degree or equivalent experience
- 10+ years of experience in infrastructure, database, applications, and networking architectures
- 5-7+ years of experience in technology/software pre-sales and/or technical advisory customer-facing roles.
- Skill in targeting communications to audiences that compel them to move forward with solutions we offer
- Demonstrated, high-quality written, verbal, and video presentation skills
- Polished human skills relative to cultural sensitivity, emotional intelligence, and relationship-building
- Able to succinctly translate complex technical concepts into easily understandable communications that connect the non-technical with their value
- Consultative skills that effectively elicit requirements, spark ideas, and invoke collaboration with diverse people
- Experience in SDLC (Agile and Iterative methodologies)
- Customer Facing skills to represent CleanSlate and AWS well within the client's environment and drive discussions with senior level personnel regarding trade-offs, best practice, how to get started, etc...
- Demonstrated ability to think strategically about business, product, and technical challenges
- Highly technical with 10+ years of overall IT implementations
- Presentation skills with high degree of comfort publicly and with prospects
- Hands-on experience leading large scale IT projects through all phases of the project
- AWS hands on experience of building out AWS Cloud and implementation of services
- AWS Certifications and/or willingness to achieve AWS technical certifications



- Experience in other IT functions and integration into a Cloud environment – AWS in particular
- Familiarity of DevOps processes and tools
- Understanding of container-based and serverless-type deployments
- Knowledge of core platforms (EC2, ECS, Lambda, other AWS products)
- Knowledge of microservice-based architectures

### **Preferred Qualifications**

- Experience architecting/operating solutions built on AWS
- Ability to understand and articulate business impact of technical decisions
- Experience with Enterprise Architecture and IT Management Frameworks
- Proven track record of managing the delivering large-scale enterprise IT projects
- Experience migrating or transforming legacy customer solutions to the cloud
- Experience with programming skills
- Familiarity with CloudFormation and/or Terraform
- Experience building DevOps and continuous integration / continuous delivery (CICD) solutions with tools like Jenkins, ADO, and other frameworks.

**Apply for this opportunity by sending your resume to [TalentAcquisition@CleanSlate.com](mailto:TalentAcquisition@CleanSlate.com)**

U.S. citizens and those authorized to work in the U.S. are encouraged to apply. We are unable to sponsor at this time.

CleanSlate is an equal opportunity employer, and we value diversity at our company. We don't discriminate on the basis of race, religion, color, national origin, gender, sexual orientation, age, marital status, veteran status, or disability status.