

SUDHANSHU MALHOTRA

Principal Solutions Architect | Cloud & GenAI Technology Executive | AWS Thought Leader

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EXECUTIVE PROFILE

Transformational cloud technology leader with 19+ years driving enterprise digital transformation, GenAI adoption, and large-scale cloud architecture across regulated industries. AWS-certified architect who pairs broad enterprise experience with deep domain expertise in life sciences. Proven track record influencing \$300M+ in revenue while reducing operational costs by 50%+ through strategic cloud architecture and adoption. Recognized thought leader with 24 published technical articles reaching 100K+ industry professionals across cloud architecture, GenAI, and enterprise-scale migrations.

CORE COMPETENCIES

- Cloud Architecture & Strategy
- GenAI & Agentic Platforms
- LLM Evaluation, RAG & Orchestration
- Enterprise Solutions Design
- C-Suite & Executive Advisory
- Revenue Growth & GTM Strategy
- DevOps & Automation (IaC, CI/CD)
- Cost Optimization & FinOps
- Technical Evangelism & Thought Leadership
- Life Sciences & Regulated Industries

PROFESSIONAL EXPERIENCE

Amazon Web Services (AWS) *Boston, MA*

Principal Solutions Architect | HCLS Tech Lead

Oct 2022 – Present

- Regional technical lead driving \$300M+ in revenue influence for the Life Sciences sector in the US East region, achieving 20%+ YoY growth.
- Advise enterprise customers on designing and building production agentic platforms, including multi-agent orchestration, tool/function calling, and RAG pipelines.
- Guide teams on LLM evaluation frameworks to measure model quality, safety, and task performance.
- Architect enterprise-scale cloud and GenAI solutions integrating LLMs into existing technology stacks for drug discovery, genomics, and diagnostic workflows.
- Strategic advisor to C-level executives at Fortune 500 companies, aligning cloud and AI transformation with business objectives and regulatory requirements.
- Authored technical content and presentations reaching 100K+ views, accelerating AWS adoption.

Senior Solutions Architect | Sales

Apr 2018 – Sep 2022

- Influenced \$25M+ in revenue architecting enterprise cloud transformations across diverse industry verticals.
- Achieved 100%+ YoY territory revenue growth for 3 consecutive years through strategic customer engagement.
- Delivered 50+ workshops, deep-dive sessions, and executive briefings on AWS value and best practices.
- Built long-term relationships positioning AWS as a strategic partner for digital transformation.

Cloud Consultant | Professional Services

Sep 2015 – Mar 2018

- Led technical engagements with IT executives and engineering teams to accelerate cloud adoption.
- Architected AWS solutions optimized for scale, resiliency, security, and maintainability.
- Developed Infrastructure-as-Code frameworks and configuration management, reducing deployment time by 75%.
- Coached customer teams on AWS best practices, building self-sufficient cloud competency.

NetApp *Waltham, MA*

Member of Technical Staff, DevOps

Jun 2012 – Sep 2015

- Founding engineering team member for NetApp ONTAP Cloud (now Cloud Volumes ONTAP), natively integrated with AWS and GCP.
- Led end-to-end automation for Cloud ONTAP and software-defined storage across AWS and Azure.
- Reduced deployment time from hours to minutes through framework and CI/CD optimization.
- Implemented intelligent cloud infrastructure automation delivering \$1M+ in annual savings.

EMC Corporation (now Dell EMC) *Hopkinton, MA*

Senior Systems Integration Engineer

Jan 2007 – Jun 2012

- Developed comprehensive test strategies for enterprise storage systems, virtualization platforms, and SAN fabrics for mission-critical deployments.
- Architected complex test environments spanning storage, SAN fabrics, and disaster recovery, collaborating cross-functionally with product and development teams.

EDUCATION

Master of Science in Electrical Engineering

AWS CERTIFICATIONS

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|--------------------------------------|------------------------------------|
| ▪ DevOps Engineer – Professional | ▪ Solutions Architect – Associate |
| ▪ Solutions Architect – Professional | ▪ SysOps Administrator – Associate |
| ▪ Machine Learning – Specialty | ▪ Developer – Associate |
| ▪ AI Practitioner | ▪ Cloud Practitioner |

PUBLICATIONS & THOUGHT LEADERSHIP

- **Author**, "GenAI: A Builder's Guide – Best Practices for Building Production-Ready GenAI Applications" (2026, #1 Best Seller).
- 24 published technical articles spanning GenAI, life sciences, cloud governance, machine learning, security, and compute. Full portfolio at sudhanshu.cloud.

KEY ACHIEVEMENTS

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| ▪ \$300M+ revenue influence in cloud adoption | ▪ 100K+ views on technical content |
| ▪ 50%+ cost reduction for enterprise customers | ▪ \$1M+ infrastructure savings via automation |
| ▪ 100%+ YoY growth, 3 consecutive years | ▪ Founding team member, NetApp Cloud ONTAP |