**Boris Nisenbaum**

**AWS Senior Solutions Architect**

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## Senior Solutions Architect at Amazon Web Services with more than 20 years of industry experience. Expert level knowledge in many technical areas including AWS and Azure cloud infrastructure, management, storage and cloud identity. Strong understanding of business management and strategy as well as project management skills. Experience with large scale datacenter to cloud migrations. Extensive experience with Enterprise sales supporting Microsoft and AWS global teams in driving large Enterprise Agreements.

# Areas of Technical Expertise

* Azure and AWS cloud infrastructure solutions
* Public, Private and Hybrid Cloud Architecture
* Azure and AWS applications and infrastructure migration
* Cloud identity and application security
* AWS Storage solutions (FSx for Windows Server and FSx for NetApp Ontap)
* Large Scale Management and Operations
* Strong troubleshooting skills

# Skills and Knowledge

* Extensive knowledge of Enterprise and cloud architecture
* Ability to forge technical relationships with customers
* Ability to perform project and proof-of-concept work
* AWS and Azure Cloud Solutions Architecture
* Proficiency with Infrastructure As Code solutions such as Amazon CloudFormation and Terraform

Professional Certifications:

* Microsoft Certified Professional (“Architecting Microsoft Azure Solutions” and “Architecting Microsoft Azure Infrastructure Solutions”)
* AWS Certified Solutions Architect - Professional

# Experience

**Amazon Web services September 2017 – Present**

**Sr. Solutions Architect - Microsoft Tech**

Assist Enterprise customers with designing solutions based on Microsoft technologies on AWS. Job responsibilities include:

* Evaluation of the current environment and identifying workloads suited for cloud migration
* Delivery of AWS cloud solutions for Microsoft customer workloads
* Assisting customers with modernizing their workloads by migrating to AWS cloud native solutions
* Designing migration strategy
* AWS services integration with Microsoft workloads and multi-cloud architectures.
* Offering solutions architecture that complies with requirements of the AWS Well Architected framework
* Developing cost analysis and identifying potential savings
* Primary areas of expertise include Directory Services, Security and Identity, FSx for Windows Server, FSx For NetApp Ontap, SQL Server and RDS.
* Delivering proof-of-concepts and demonstrations of AWS solutions.
* Assisted customers with cloud storage solutions architecture and migration to Amazon FSx.

**Key Accomplishments:**

* Subject matter expert in AWS Directory Services, Identity and Access Management
* Subject matter expert in AWS Storage Solutions (FSx)
* Delivered multiple presentations at AWS Re:Invent conferences and authored multiple public blogs on AWS technologies
* Worked closely with Service teams providing influence on future product development.

**VDX, Inc April 2017 – September 2017**

## Cloud Practice Director

Job responsibilities include defining company’s strategy in the area of cloud computing, scoping projects and assisting sales teams in closing cloud related business.

Job responsibilities also include:

* Stay current with latest technology trends in cloud computing including cloud infrastructure, serverless computing, containers and analytics
* Assist customers in digital transformation of their traditional business to the cloud world
* Define and optimize migration of the workloads to the cloud.
* Monitor and supervise service delivery of cloud related projects
* Develop relationships with VDX partners and promote company’s values to VDX customers

## Microsoft Corporation, New York June 1998 – April 2017

**Technology Solutions Professional – Cloud Infrastructure November 2007 – April 2017**

Experienced technical seller supporting Account teams in driving opportunities across NY Metro largest EPG accounts. Partnered closely with Account Executives and Solution Specialists across the entire district to manage $220M Cloud and Datacenter quota, pipeline development and closing deals. Forged trusted advisor relationships with BDM’s and TDM’s in driving the adoption of Microsoft technologies and solutions.

* Assisted customers in their journey to the cloud – evaluated customer environments and recommended technical solutions for Azure and hybrid cloud adoption.
* Provided guidance on Azure solutions architecture specific to customer’s environment and objectives
* Lead multiple POCs with largest enterprise customers to introduce them to Microsoft Private and Hybrid cloud technologies.
* Delivered Azure POCs to evaluate performance and functionality of customer workloads in Microsoft Cloud
* Delivered technical presentations and demos.
* Collected customer feedback on Microsoft products and solutions and communicated it to the various Product Groups
* Drove multiple district level scorecard metrics consistently achieving 100% attainment.
* Performed pipeline review and revenue forecasting
* Worked with Marketing teams on delivering multiple customer facing one to many technology forums.
* Delivered presentations to a number of public conferences and technology groups (Microsoft Management Summit, Windows and System Center Users groups, etc)
* Established relationships with customer’s BDMs and TDMs. Nominated customer contacts for Enterprise Customer Survey with high NSAT scores.

**Key Accomplishments:**

* Consistently achieved key assigned commitments
* Developed many cloud solutions around workload migration from on premises infrastructure to Microsoft Azure
* Advised customers on best approaches to securing and monitoring cloud workloads.
* Delivered multiple successful Private Cloud POCs for the major NY financial institutions. These POCs demonstrated the strength of Microsoft cloud solutions and accelerated adoption of Microsoft hybrid cloud technologies.
* Acting as “Voice of the customer” successfully drove a number of product and policy changes within Microsoft which contributed to greater customer satisfaction.
* Achieved Gold Star award for driving major district level scorecard metric.
* Drove consistent double digits YoY revenue growth in key Enterprise and Cloud areas.
* Successfully completed “Helping your clients succeed” and “Mastering effective presentation skills” courses and consistently applied the concepts learnt.

## Microsoft Consulting Services June 1998 – November 2007

**Senior Consultant**

**Key Accomplishments**

* Served as security lead for the East Region Security Center of Excellence (COE)
* Completed multiple Infrastructure, Systems Management and Security engagements for major corporations across the US.
* Delivered appropriate IP to serve as guidance for project and technology implementations.
* Worked closely with Product Groups for delivery of multiple Early Adoption Programs (EAP) by Enterprise customers.
* Presented at a number of public technology conferences (MEC, Microsoft TechEd, MMS)
* Delivered recorded presentation based on customer adoption of Microsoft technology to be included in the Windows Server 2003 launch DVD.
* Co-authored a “Securing the Retail Store” whitepaper

<https://msdn.microsoft.com/en-us/library/aa479366.aspx>

# Work experience prior to Microsoft

## Chase Manhattan Bank

## 1996 - 1998

* Held a position of Senior Technology Officer
* As part of the team participated in architecture, design and deployment of NT 4.0 domain infrastructure for the bank’s Distributed Technology Services Department (DTS)
* Was personally responsible for creation and distribution of the NT 4.0 workstation image to more than 60,000 desktops.
* One of the main objectives of the project was developing the desktop security strategy using principle of least privilege.

## Vanstar Corporation

1995 – 1996

* As a Network Systems Engineer was involved in multiple projects with such companies as Hoffman La Roche, Ernst & Young and Union Carbide.

# Education:

**St. Petersburg Transportation Technical University, St. Petersburg, Russia**

Major – Computer Engineering, MS