

GEORGE S. PARKER, III

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PROFESSIONAL SUMMARY

Technical strategic advisor with 13+ years driving enterprise transformations and building long-term partnerships across Healthcare & Life Sciences, Financial Services, Government, and Creative/Advertising sectors.

Proven expertise guiding customers through complex cloud adoption journeys while managing cross-functional teams and executive stakeholders. Strong track record of delivering measurable business impact through strategic technical guidance, cost optimization initiatives, and comprehensive customer relationship management.

EDUCATION & CERTIFICATIONS

- **B.S., Information Technology Management** | Western Governors University (*In Progress*)
- **AWS Solutions Architect Associate**
- **AWS Security Specialty**
- **Microsoft Azure Fundamentals**
- **ITIL v4 Foundation**

COMPETENCIES

Technical: Amazon Web Services (AWS), Salesforce CRM & AgentForce AI, FinOps Strategy (Cost Optimization, Cost Visibility), Active Directory, Identity Management & SSO, Microsoft 365, Security Frameworks, Cloud Operations, Process Automation, Solutions Architecture, Sales Engineering

Strategic: Customer Success & Solutions, Technical Account Management, Technical Program Management, Global Enterprise Support, Cloud Adoption Assessments & Implementation, Strategic Business Reviews & Alignment, Executive Engagement, Customer Enablement, Product Influence

KEY ACHIEVEMENTS & CUSTOMER IMPACT

- **\$100M+ Annual Enterprise Renewal:** Supported major contract renewal through strategic business reviews and executive engagement
- **Cost Optimization:** Delivered optimization initiatives across customer workloads contributing directly to customer ROI, retention, and room to scale including a \$600K annual reduction through infrastructure modernization and cloud migration
- **Rapid GenAI Adoption:** Guided enterprise customer to achieve \$0 to \$150k monthly service usage within 120 days through strategic technical advisory from ideation to PoC to production adoption
- **Customer Workshops:** Trained 1000+ technical stakeholders accelerating product adoption and user competency across organizations globally averaging 4.7/5 customer satisfaction surveys
- **Scaling Thought Leadership:** Created reusable assets adopted across multiple organizations internally and externally for engagement, guidance, and training

PROFESSIONAL EXPERIENCE

Amazon Web Services (AWS) | Remote, New York, NY

Senior Solutions Architect | *October 2024 – Present*

- Guide enterprise Healthcare & Life Sciences (HCLS) customers through strategic cloud transformation initiatives focusing on their business outcomes
- Lead and coordinate GenAI projects enabling customers to modernize data processing while using emerging technologies such as MCP Servers, Agentic AI, and AIOps to accelerate innovation
- Architected data transfer solution for heterogeneous data pipeline processing terabytes monthly of genomics data
- Guided rapid GenAI service adoption achieving \$150k monthly usage within 120-day implementation cycle through strategic technical guidance and collaboration
- Collaborate with cross-functional teams including Sales, Product, and Engineering to ensure seamless adoption and provide feedback for product improvement

Senior Technical Account Manager | *December 2021 – October 2024*

- Managed strategic HCLS Enterprise Support customer relationships as lead technical advisor to ensure operational excellence and Well-Architected workloads
- Led strategic proactive engagements such Security Improvement Program, GenAI Innovation Center, customized workshops/Immersion Days/Hackathons, and Modernization Labs
- Developed customized support plans for each customer and collaborated with customer leaders to define and ensure strategic outcomes were aligned
- Supported \$100M+ annual contract renewal through strategic business reviews and executive stakeholder engagement demonstrating long-term business value
- Delivered cost optimization initiatives identifying average 30% savings opportunities, directly contributing to customer ROI in additional workloads
- Coordinated with Support, Engineering, and Product teams to resolve customer escalations and influence feature development based on customer feedback

Omnicom Health Group | New York, NY

Senior Systems Engineer | *January 2019 – November 2021*

- Led enterprise cloud transformation initiative migrating 150TB+ of data from on-premises infrastructure to cloud storage, delivering \$600K annual cost savings
- Managed complex IT infrastructure supporting 1,000+ servers across North America and Europe, ensuring 99.9% uptime through strategic monitoring
- Orchestrated enterprise-wide digital transformation including SSO implementation for 3,000+ users and cloud-native collaboration platform adoption
- Collaborated with international teams and executive leadership to implement technology solutions supporting business growth and operational efficiency

Previous Experience | 2011 – 2018

Progressive technical roles across Financial Services, Local & Federal Government, and Creative sectors including Senior System Engineer at Rockefeller Capital Management, Lead System Administrator at NOAA, and Lead IT Specialist at DC Government.