

MOHD. FAISAL RAZA

Senior Solution Architect | AWS Enterprise Solutioning | Pre-Sales & RFPs | Multi-Cloud Architecture

New Delhi, India | +91 9910632891 | itsme@iamfaisalraza.com | www.iamfaisalraza.com | linkedin.com/in/faisalraza91

PROFESSIONAL SUMMARY

Senior Solution Architect and Pre-Sales Cloud Architect with 8+ years of experience designing, modernizing, and governing enterprise platforms across AWS, Microsoft Azure, and Google Cloud. Specialized in enterprise solutioning, RFP/RFI responses, cloud migration, landing zones, hybrid networking, disaster recovery, security, FinOps, Kubernetes, DevSecOps, and AI/GenAI architectures. Experienced in leading technical discovery, translating business requirements into high-level and low-level architectures, developing BOQs/TCO models and Statements of Work, and presenting solutions to CXO and technical stakeholders. Delivered 30%+ cost optimization, 60% faster provisioning automation, and 99.99% availability across 50+ workloads.

CORE COMPETENCIES & TECHNICAL SKILLS

Enterprise Solutioning & Pre-Sales: RFP/RFI, Technical Discovery, Solution Workshops, HLD/LLD, BOM/BOQ, TCO/ROI, SOW, Proposal Development, Bid Support, Architecture Reviews, Executive Presentations

Cloud & Architecture: AWS, Microsoft Azure, Google Cloud Platform, Hybrid Cloud, Multi-Cloud, Landing Zones, Well-Architected Framework, 7R Modernization, Microservices, Serverless, Event-Driven Architecture

AWS: AWS Control Tower, Organizations, IAM Identity Center, VPC, Transit Gateway, Network Firewall, EC2, EKS, ECS, Lambda, API Gateway, S3, RDS, Aurora, Redshift, Glue, SageMaker, Bedrock, CloudWatch

Containers, DevOps & IaC: Kubernetes, EKS, AKS, GKE, Docker, Terraform, CloudFormation, Jenkins, GitHub Actions, GitLab CI, Azure DevOps, Argo CD

AI, Data & Analytics: Amazon Bedrock, SageMaker, Azure OpenAI, Vertex AI, RAG, Agentic AI, MLOps, LangChain, OpenSearch, BigQuery, Redshift

Security, Reliability & FinOps: IAM, Zero Trust, DevSecOps, Encryption, SIEM/Monitoring, CloudWatch, Prometheus, Grafana, Datadog, SLI/SLO, DR/BCP, Cost Optimization, Savings Plans

PROFESSIONAL EXPERIENCE

Solution Architect | Cloudthat. | Sept 2026 - Till Date | New Delhi, India

- Lead enterprise AWS solutioning and technical pre-sales engagements, translating business, security, compliance, migration, data, and application requirements into scalable cloud architectures and actionable transformation roadmaps.
- Own technical responses for RFPs, RFIs, proposals, and customer bids, including architecture narratives, solution diagrams, BOM/BOQ, assumptions, dependencies, implementation methodology, governance, SOW, timelines, and TCO/ROI inputs.
- Conduct discovery workshops with business and technical stakeholders to assess current-state environments, application dependencies, SAP/CRM/reporting integrations, networking, identity, data platforms, DR, security, and operational requirements.
- Design AWS landing zones and enterprise platforms using AWS Control Tower, Organizations, IAM Identity Center, Transit Gateway, Network Firewall, centralized logging, security services, shared services, and multi-account governance aligned to the AWS Well-Architected Framework.
- Architect modernization and migration solutions spanning EC2, EKS/ECS, serverless, API-led integration, databases, analytics, GenAI/Bedrock, observability, backup, disaster recovery, and hybrid connectivity for enterprise and regulated workloads.
- Partner with sales, delivery, security, finance, and customer leadership to defend solution choices, manage technical risk, optimize cloud economics, and convert business outcomes into executable implementation plans.

Cloud Delivery Architect (Solution Architect) | Crayon Software Experts India Pvt. Ltd. | Apr 2024 – Aug 2026 | New Delhi, India

- Architected and delivered migration and modernization programs for 40+ workloads across AWS, Azure, GCP, and on-premises environments, enabling zero-downtime cutovers and reducing migration timelines by 35%.
- Designed secure AWS Control Tower and Azure landing zones with standardized networking, IAM, governance, security, and FinOps controls, contributing to 30%+ cloud cost savings and stronger compliance posture.
- Built AI-ready cloud platforms using AWS Bedrock, SageMaker, Azure OpenAI, and Vertex AI, reducing ML time-to-production by 50% and accelerating enterprise AI adoption.
- Automated infrastructure and CI/CD using Terraform, CloudFormation, Jenkins, and GitHub Actions, reducing manual provisioning effort by 60% and improving release speed by 25%.
- Established SRE and observability standards with Prometheus, Grafana, CloudWatch, and Datadog, achieving 99.99% service availability and reducing MTTR by 35%.

Cloud Engineer | Umbrella Infocare Pvt. Ltd. | Nov 2021 – Oct 2023 | New Delhi, India

- Supported AWS and Azure production environments for BFSI, technology, media, and government clients, sustaining 99.99% availability and reducing operational incidents by 30%.
- Delivered CI/CD, DevSecOps, and Infrastructure as Code implementations using Terraform and CloudFormation, reducing manual deployment effort by 50% and accelerating release cycles by 35%.

- Optimized Amazon EKS clusters through right-sizing, autoscaling, and workload tuning, reducing infrastructure cost by 20% and improving platform resilience.
- Designed multi-region disaster recovery strategies and operational observability frameworks, reducing RTO by 60% for mission-critical workloads.

Cloud Engineer | Futuresoft Solutions Pvt. Ltd. | Aug 2019 – Sep 2021 | New Delhi, India

- Enhanced hybrid cloud environments across AWS, Azure, and Microsoft 365, improving system availability by 40% and reducing operating cost by 25% through consolidation and right-sizing.
- Automated infrastructure provisioning with Terraform and AWS CloudFormation, reducing manual effort by 50% and standardizing builds across development, staging, and production.
- Strengthened IAM, encryption, backup, and failover controls to support ISO 27001, GDPR, and HIPAA-aligned requirements while reducing RTO by 60%.

Linux Administrator – Technical Support | Futuresoft India Pvt. Ltd. | May 2019 – Jul 2019 | New Delhi, India

- Maintained 99.99% uptime for mission-critical healthcare systems supporting 24/7 operations across multiple time zones.
- Created operational documentation and runbooks that reduced support errors by 25% and improved incident response consistency.

System Administrator & Cloud Engineer | KAF International | Apr 2018 – May 2019 | New Delhi, India

- Designed and deployed secure AWS environments using IAM, EC2, VPC, Route 53, and CloudWatch to support core business applications and cloud-first operations.
- Administered Linux servers, patching, backups, and network troubleshooting while enforcing production security and operational controls.

EDUCATION

Master of Science in Computer Science | University College Dublin | Dublin, Ireland | 2015 – 2016

Bachelor of Technology in Computer Science | Jamia Hamdard University | New Delhi, India | 2011 – 2015

CERTIFICATIONS

- AWS Certified Solutions Architect – Professional | Amazon Web Services | 2025
- Google Cloud Certified – Professional Cloud Architect | Google Cloud | 2026
- AWS Certified AI Practitioner | Amazon Web Services | 2025
- Master in DevOps | Simplilearn | 2023

SELECTED ACHIEVEMENTS

- Cloud Collaborator Award, Crayon Software Experts (2024), recognized in two consecutive quarters for AWS cloud delivery excellence.
- Best AWS Cloud Solution Delivery Award, Crayon Annual Awards (2025).
- Placed 3rd in an AI Bootcamp Hackathon for a Generative AI use case (2025).

LANGUAGES

English (Professional Proficiency) | Hindi (Native) | Urdu (Native)