

# HUSSAIN SEHOREWALA

## SOLUTIONS ARCHITECTURE MANAGER | AI SOLUTIONS

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Technical Pre-Sales | Executive Advisory | POC Scoping | Team Building

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### PROFESSIONAL SUMMARY

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Solutions architecture leader with 18+ years building enterprise technical programs across cloud and AI. Led a 45-member AWS solutions architecture organization, served as executive technical advisor on high-stakes enterprise deals, and translated customer AI objectives into Proofs of Concept, scopes of work, and delivery plans across 120+ AI/ML accounts. Influenced \$650M+ in AWS revenue, built repeatable operating models and solution playbooks, and combines hands-on GenAI and data architecture with global delivery, commercial rigor, and team scaling.

### CORE SKILLS

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**AI Programs & GTM:** End-to-End AI Lifecycle, AI Data Strategy, Generative AI Deployments, POC Design, Scope of Work Definition, Technical Delivery Plans, Executive Technical Advisory, Product Roadmap Input

**Architecture & Platforms:** AI Agents, RAG, MCP (Model Context Protocol), SageMaker, AWS AI Services, EKS, Lambda, Redshift, Athena, Keyspaces, API Platforms, Data Pipelines, SAP on AWS

**Leadership & Operations:** Founding Team Leadership, Recruiting and Mentoring Solutions Architects, Solution Blueprints, Playbooks, KPI Design, Technical Win Strategy, Cross-Functional Governance, Global Delivery

### PROFESSIONAL EXPERIENCE

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#### Amazon Web Services (AWS), Seattle, WA | 2021 - 2025

*Generative AI Solutions Architecture Manager*

- Led a 45-member solutions architecture organization with 3 direct managers supporting 120+ enterprise AI/ML accounts and \$400M+ in annual revenue influence.
- Built an AI-first operating model across 140+ accounts, turning frontier AI demand into repeatable pre-sales motions, enablement plans, and delivery frameworks.
- Served as executive technical advisor on complex AI pursuits, aligning Sales, specialist teams, and delivery teams around POCs, scopes of work, success criteria, and commercial tradeoffs.
- Launched AWS AI Cloud Hour, a weekly strategic customer engagement program that generated 150+ qualified AI leads and influenced \$26M in pipeline.
- Established operational mechanisms including Focus 40, SIM ticketing, worklist visibility, and 6 iterations of the SA operating model to improve resource allocation, solution cycle time, and post-sales quality.
- Recruited and developed SA talent at scale through the Emerging Talent Program, touching 175+ solutions architects and coaching 3 documented promotions.

#### Amazon Web Services (AWS), Seattle, WA | 2017 - 2021

*Senior Solutions Architect, Global Accounts*

- Owned technical strategy for 20 named enterprise accounts and 65+ opportunities, influencing \$259M in revenue across cloud migration, data, and platform modernization programs.
- Won and expanded flagship deals including McAfee (\$42M), Sony (\$4.7M to \$50M), and HP Inc. (\$50M) by aligning architecture, business case, and competitive displacement against Azure.
- Translated customer roadmaps into executable architectures, executive workshops, prototypes, and technical delivery plans for Fortune 500 clients.
- Designed enterprise cloud, data, and SAP-on-AWS solutions covering platform migration, performance optimization, HA/DR, and production modernization.
- Built repeatable account engagement frameworks including the Account-Depth-Level model and Speed-dial process to scale technical coverage across a large enterprise portfolio.

#### IBM, India / UK / US | 2010 - 2017

*SAP and Innovation Architect / Lead Consultant*

- Led consulting teams delivering SAP transformation, integration, and cloud modernization programs for John Deere, Jaguar Land Rover, and Qatar Petroleum.
- Proposed one of the earliest SAP-on-AWS migration paths for John Deere, combining enterprise architecture, automation, and cloud economics to modernize a large SAP estate.
- Owned architecture discussions, escalations, and solution proposals for complex multinational programs spanning SAP, infrastructure, and application modernization.

## **Tech Mahindra, India / UK / UAE | 2006 - 2010**

*SAP Consultant / Functional Architect*

- Delivered SAP implementation, integration, and support programs for Mars, Glenmark Pharmaceuticals, Mazagon Dock Shipbuilders, and Qatar Petroleum across four countries.
- Built the enterprise architecture foundation in large-scale ERP, data integration, and global client delivery that later translated into cloud and AI transformation work.

## **SELECTED AI ENGAGEMENTS**

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- T-Mobile AI-Native API Platform: Designed an AI layer for API discovery and composition, including an MCP server, machine-readable contract management, and agent-consumable API patterns for a strategic platform modernization effort.
- T-Mobile DevOps Agent RCA Proof: Helped introduce and prove an AWS DevOps Agent using incident tickets, Splunk logs, and cross-cloud telemetry to automate root-cause analysis workflows against real incident data.
- AI-First SA Transformation: Tested demand and skills hypotheses across 175 SAs, identified a 2.4x higher win rate on AI-tagged opportunities, and used the findings to drive AI tenets, lead-gen, enablement, and quarterly hackathons.

## **EDUCATION**

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University of Washington Foster School of Business | Executive MBA | 2024

Mumbai University | BE, Computer Engineering | 2006

## **CERTIFICATIONS**

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AWS Certified Solutions Architect - Professional | SAP Certified - S/4HANA | SAP Certified - Oracle