TECHDEV // ENTERPRISE_SYSTEMS

Joshua "TechDev" Walker

ENTERPRISE TECHNOLOGY EXECUTIVE | AI AND CLOUD PLATFORMS

AI PLATFORMS | GLOBAL DELIVERY | CLOUD ARCHITECTURE

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EXECUTIVE PROFILE

Enterprise technology executive with 13+ years building and scaling cloud, AI, data, and reliability platforms; leading global delivery; and translating complex technology into commercial outcomes. Combines architecture depth with alliance, sales, and operating-model leadership across consumer, financial services, media, government, healthcare, and life sciences. Current Senior Manager at Deloitte with ownership across AWS alliance strategy, joint delivery, enterprise solution architecture, and executive stakeholder alignment. Public work demonstrates production agent architecture, AI governance, MCP and A2A, cloud security, forward-deployed engineering, and the ability to make difficult systems understandable.

$170M+	80%	500+	27K+
CAREER PIPELINE	INCIDENT REDUCTION	PRACTITIONERS ENABLED	TECHNICAL AUDIENCE

LEADERSHIP SCOPE

- Enterprise AI and agent platforms
- Alliance and commercial leadership
- Executive stakeholder engagement
- Cloud architecture and modernization
- AI governance, evals, and observability
- Technical education and thought leadership
- Global delivery and operating models
- Authorization, security, and compliance
- Talent development and enablement

PROFESSIONAL EXPERIENCE

Deloitte Consulting LLP | Orlando, FL

Senior Manager, Cloud Computing and Engineering

May 2023 - Present

AWS Alliance Lead | ProServe Alliance Lead | AWS Life Sciences and Healthcare Solution Architecture Lead

- Appointed to three concurrent AWS leadership roles spanning strategic go-to-market, Professional Services co-delivery, and enterprise solution architecture; align executives, sales teams, architects, and global delivery leaders around shared growth and execution priorities.
- Built and operationalized a joint delivery framework covering contracting, blended staffing, pricing governance, executive cadences, quality controls, and repeatable playbooks for complex enterprise programs.
- Drove $144.7M in total contract value across 37 launched accounts in FY25 while managing $85.9M in active pipeline across 31 opportunities spanning multiple industries.
- Led cross-industry solution development for agentic AI platforms, enterprise data products, AI-enabled marketing, AIOps observability, cloud modernization, and governed production architectures.
- Directed executive presentation strategy and was selected as Global Delivery Lead for a competitive multi-year engagement exceeding $3M in year-one value, owning delivery outcomes and the primary client relationship.
- Designed and led production-oriented AI architectures across AWS and GCP using Amazon Bedrock, Snowflake, Python, identity controls, guardrails, observability, and human-approval workflows.

Deloitte Consulting LLP

Cloud Solutions Architect

May 2021 - May 2023

Dual Sales Lead and Senior Solutions Architect

- Owned commercial pipeline and enterprise architecture across cloud, data, reliability, and application modernization; achieved a 31% win rate across 100+ formal RFP and RFI responses over career.
- Closed $28.6M across 41 deals and 15+ named enterprise accounts while shaping technical strategy, commercial scope, delivery approach, and executive value narrative.
- Designed architectures across AWS, GCP, Azure, and VMware for high-scale and regulated environments, translating security and compliance requirements into practical platform controls.
- Managed Terraform, Ansible, and CloudFormation deployments across 100+ environments and 1,000+ servers; built Python applications with FastAPI, Flask, LangChain, LangGraph, and Boto3.

PROFESSIONAL EXPERIENCE CONTINUED

Deloitte Consulting LLP

Delivery Manager and Site Reliability Lead — April 2017 - May 2021

Progressive roles from Solutions Specialist through Specialist Master

- Owned global delivery and SRE operations across thousands of production workloads for major enterprises, including regulated and business-critical platforms.
- Reduced incident volume by 80% through AIOps anomaly detection, event correlation, and self-healing runbooks while maintaining a 60-minute P1 mean time to resolution.
- Implemented full-stack observability with Datadog, CloudWatch, X-Ray, Prometheus, Grafana, Splunk, ServiceNow, and Slack ChatOps.
- Managed global blended teams of up to 35 direct reports and trained or mentored 500+ practitioners in cloud, SRE, AI, architecture, and delivery practices.
- Led the full program lifecycle from presales architecture and contract execution through onboarding, delivery governance, operational performance, and renewal.

Bonnier Corporation | Orlando, FL

Senior Landing Page and Email Programmer / Developer / Marketing Specialist — February 2015 - April 2017

- Progressed through three technical roles building high-volume email, landing-page, and campaign systems for a major media publisher, establishing the web-development and digital-platform foundation for later cloud and architecture leadership.

HR Soft

Business Development Manager — August 2013 - January 2015

- Led new-business development and partner relationships for an HR technology software company, building early expertise in enterprise sales cycles, pipeline management, and partner go-to-market motions.

United States Army

Supply Specialist 92Y and Parachutist — July 2006 - March 2012

- Supported special operations units and maintained accountability for more than $100M in mission-critical assets across sustained operational deployments; awarded the Army Achievement Medal and Parachutist Badge.

COMMUNITY LEADERSHIP AND RECOGNITION

Founder and Technical Educator, JWTechDev.com | 2026 - Present
Built a public body of work with 45+ technical articles and multi-platform explainers covering production agent systems, AWS AgentCore, MCP and A2A, authorization, evaluations, observability, AI security, cloud fundamentals, forward-deployed engineering, and career translation.

4x AWS Community Builder | Amazon Web Services | 2023 - Present
Selected four times through competitive review for technical depth and public education across cloud operations, AI and ML on AWS, and enterprise architecture.

Founder, Building Our Tech | Nonprofit Technical Education Organization | 2016 - Present
Built a 6,000+ member community and 27,000+ technical audience; delivered 125+ programs, upskilled 300+ professionals, and supported 90+ founders who secured $1.3M+ in funding.

Volunteer Solution Architect | Deloitte Dot Good Initiative | 2026 - Present
Advises nonprofits on AI and AWS cloud strategy and leads AI capability assessments.

EDUCATION AND CREDENTIALS

Master of Business Administration | Full Sail University | 2013
Anthropic | 13 certifications in 2026, including Claude with Amazon Bedrock, AI Fluency, Claude Code, Agent Skills, Model Context Protocol, and Subagents

TECHNICAL DEPTH

Cloud and Platforms: AWS, GCP, Microsoft Azure, VMware on AWS, Snowflake, Databricks

AI and Agent Platforms: Amazon Bedrock, AgentCore, SageMaker, Claude, agentic AI, generative AI, MCP, A2A, evals, tool gateways, human approval, LangChain, LangGraph

Software Engineering: Python, FastAPI, Flask, Boto3, API integration, CI/CD, GitHub Actions

Architecture and Delivery: Terraform, Ansible, CloudFormation, CI/CD, SRE, AIOps, observability, platform governance, Scrum, Kanban

Data and Integration: Spark, dbt, Kafka, Redshift, S3, Glue, Lake Formation, BigQuery, Salesforce Data Cloud, Tableau, Power BI

Security and Operations: SSO, RBAC, GuardDuty, Macie, ServiceNow, Datadog, CloudWatch, X-Ray, Prometheus, Grafana, Splunk

Commercial Leadership: AWS ProServe co-sell, joint GTM, SOW and RFP development, complex deal structuring, pipeline governance, executive presentations