JULIAN MERCER

SOLUTIONS ARCHITECT

San Francisco, CA | (415) 555-0148 | julian.mercer@email.com | linkedin.com/in/julianmercer

PROFESSIONAL SUMMARY

Solutions Architect with 10+ years designing cloud and enterprise architectures for retail, financial services, and software customers. Translates business goals into secure, cost-aware designs and guides delivery teams from proof of concept to production. Skilled at executive briefings and written architecture decisions.

CORE SKILLS

AWS architecture | Cloud migration | Event-driven and serverless design | Well-Architected reviews | Terraform and CloudFormation | Security and IAM design | Disaster recovery | Cost optimization | API design | Enterprise integration | Architecture decision records | Executive presentations | Proof-of-concept delivery | Containers and Kubernetes

PROFESSIONAL EXPERIENCE

Senior Solutions Architect
Feb 2022 - Present

Amazon Web Services, Seattle, WA

- Advise 12 enterprise retail and consumer customers on migration, data platform, and resilience designs, with combined annual cloud spend above $18 million.
- Led the architecture for a retailer's move of 140 applications to AWS, finishing the cutover in 14 months and lowering infrastructure cost by 26 percent.
- Designed a multi-Region disaster recovery pattern with a 15-minute recovery target, later reused by three other customers.
- Delivered 20 Well-Architected reviews that identified 85 high-risk findings, and tracked remediation with customer teams.
- Wrote reference architectures and a public blog series on event-driven design, read by several thousand engineers.
- Present at customer executive briefings and run workshops of 30 to 50 attendees on cost optimization and security.
- Reviewed 30 customer designs a year for security and networking gaps, and escalated recurring patterns to the product teams as feature requests.

Solutions Architect
Jun 2019 - Jan 2022

- Built proofs of concept in Lambda, DynamoDB, and API Gateway for 25 mid-market customers, with 60 percent progressing to paid workloads.
- Helped a payments customer cut batch processing from nine hours to 70 minutes by redesigning around serverless queues and parallel workers.
- Created Terraform and CloudFormation templates that customers used to launch standard landing zones in a day.
- Partnered with sales on technical qualification and responses to 40 security questionnaires.
- Ran hands-on labs at three regional summits for about 120 attendees, with post-event surveys averaging 4.6 out of 5.

Technology Consultant
Aug 2016 - May 2019

Accenture, Seattle, WA

- Designed integration layers between SAP and Salesforce for a manufacturing client, replacing nightly flat-file transfers with near real-time APIs.
- Documented target-state architecture and decision records for a 25-person delivery team on a $4 million program.
- Led technical discovery workshops with client IT leads and translated findings into a phased roadmap.
- Mentored two junior analysts on SQL, API testing, and solution design through weekly pairing sessions and design reviews.
- Reduced integration defects found in user acceptance testing by 30 percent by introducing contract tests between the SAP and Salesforce teams.

EDUCATION

Bachelor of Science in Computer Science, University of Washington, Seattle, WA

CERTIFICATIONS

AWS Certified Solutions Architect - Professional | AWS Certified Security - Specialty | TOGAF 9 Certified, The Open Group