

IAKOV **GAN**

IT MANAGER WITH DEVOPS AND CLOUD BACKGROUND

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ABOUT ME

As an IT Manager, I bring a robust combination of development and operational expertise. With a proven track record in managing complex IT infrastructures, I excel in streamlining processes and implementing cuttingedge solutions that enhance productivity and performance. My skill set not only includes technical prowess but also strategic leadership, ensuring that IT initiatives align with business objectives for optimal results and costs.

I am a passionate builder and a problem solver.

WEBSITES & SOCIAL LINKS

LinkedIn: linkedin.com/in/iakov-gan

GitHub:

https://github.com/iakov-aws

SENIOR SOLUTION ARCHITECT AMAZON WEB SERVICES | FRANCE JAN 2025 - PRESENT

Results-driven Solutions Architect specialized in cloud infrastructure modernization and enterprise architecture consulting. Proven track record of enabling global partners and enterprise customers to successfully migrate and optimize their workloads to cloud-native solutions while implementing industry best practices and achieving significant cost and performance optimizations.

Technical Leadership & Customer Engagement

- Partner Enablement: Successfully enabled multiple technology partners to implement best practices, accelerating their go-to-market capabilities
- Architecture Reviews: Conducted comprehensive architecture assessments for enterprise customers, delivering actionable recommendations that resulted in measurable cost optimization and performance improvements
- Enterprise Customer Success: Collaborated with large international customers across multiple industries to design and implement scalable, secure cloud solutions tailored to their specific business requirements

Thought Leadership & Knowledge Sharing

- Keynote Speaking: Delivered keynote presentations at major industry conferences and technical events, sharing insights on cloud modernization strategies and emerging technologies
- **Event Leadership:** Led and organized technical events, workshops, and customer engagement sessions to drive cloud adoption and showcase innovative solutions
- Solution Development: Developed comprehensive technical guidance, reference architectures, and best practice frameworks for customers and partners, enhancing their cloud transformation journey

Technical Expertise

- Infrastructure Modernization: Deep experience in migrating on-premise workloads to cloud-native AWS solutions as well as optimization of cloud workloads
- Data & GenAI/ML Solutions: Hands-on experience with data warehousing, ETL processes, and emerging AI/ML technologies including GenAI implementations
- Solution Architecture: Proven ability to design complex, scalable, and secure cloud architectures that align with business objectives and technical requirements

Key Differentiators

- Customer-obsessed approach with focus on achieving measurable business outcomes
- Strong commercial awareness and ability to position cloud solutions strategically
- Collaborative leadership style with experience working across global, crossfunctional teams
- Continuous learning mindset with commitment to staying current with emerging technologies and industry trends

SENIOR TECHNICAL ACCOUNT MANAGER

AMAZON WEB SERVICES | FRANCE FEB 2021 - JAN 2025

Technical Leadership & Team Management

- Team Leadership: Led a team of eight engineers to deliver the Cloud Intelligence Dashboards (CUDOS Framework), creating scalable deployment mechanisms that achieved tens of thousands of customer deployments
- Solution Scaling: Built and operationalized mechanisms for scaling analytics solutions across multi-cloud environments (AWS, Azure, GCP), delivering critical financial, operational, security, and compliance insights to enterprise customers
- Open-Source Contribution: Contributed to numerous open-source projects and authored dozens of internal tools and services utilized by thousands of AWS employees
- Industry Recognition: Received multiple awards including TAM of the Year, Golden Member of Technical Field Community 'Cloud Operations', and Top Performing TAM recognition

Strategic Customer Engagement & Advisory

- Enterprise Advisory: Served as principal liaison and strategic advisor to AWS's largest French customer and other CAC40/Fortune 100 companies, fostering long-term partnerships and driving customer loyalty
- Process Optimization: Conducted over 200 comprehensive reviews of existing

SKILLS

- AWS Cloud and Services
- DevOps Team Management
- Security, Compliance, PCI DSS
- FinOps and Cost Optimization
- Agile Lead and Coach
- PaaS and laaS Design
- Python, C++, Go

LANGUAGES

English

French

- customer processes and workflows, delivering actionable recommendations that improved efficiency, accuracy, and customer satisfaction
- Cost Optimization Expertise: Provided expert guidance on cost management and FinOps practices to diverse companies ranging from large international corporations to startups, collectively saving millions of dollars while promoting cost-aware engineering culture
- Critical Escalation Management: Successfully managed numerous high-priority customer escalations, ensuring timely resolution and maintaining stakeholder relationships across both AWS and customer organizations

Thought Leadership & Knowledge Sharing

- Conference Speaking: Featured as guest speaker at AWS Summit Paris and delivered technical sessions at AWS re:Invent, sharing insights on cloud cost optimization and FinOps best practices
- Industry Impact: Drove development of solutions that became among the most popular FinOps tools as reported by the FinOps Foundation survey, establishing industry-wide adoption standards
- **Customer Enablement:** Built and scaled comprehensive internal and external enablement programs, resulting in thousands of successful customer deployments and implementations
- **Technical Guidance:** Delivered over 100 expert consultations on cost management and sustainable cloud practices, advocating for financial and environmental stewardship best practices

Technical Expertise & Innovation

- Multi-Cloud Architecture: Deep expertise in designing and implementing solutions across AWS, Azure, and GCP environments with focus on data analytics and financial insights
- Application Development Support: Collaborated directly with customer engineering teams to facilitate application development, migration strategies, and complex troubleshooting initiatives
- Startup Ecosystem: Engaged with dynamic startup environments, providing technical leadership and strategic guidance to accelerate growth and innovation
- Transparency & Trust Building: Directed initiatives focused on enhancing communication and building trust between AWS and strategic customers through improved transparency and accountability

Key Differentiators

- Proven ability to scale solutions from concept to tens of thousands of deployments
- Strong track record of driving customer success through strategic advisory and hands-on technical support
- Industry recognition for excellence in cloud operations and customer relationship management
- Expertise in building bridges between technical capabilities and business outcomes for enterprise transformation

INFRASTRUCTURE PRODUCT OWNER

INGENICO GROUP | FRANCE JAN 2019 - JAN 2021

- Lead a global datacenter consolidation initiative, optimizing infrastructure efficiency for the Group.
- Directed backlog management and prioritization for a geographically dispersed team of 70 people.
- Crafted a catalog of shared services to enhance on-premise infrastructure capabilities.
- \bullet Conducted a thorough analysis to pinpoint valuable assets and strategic opportunities.
- Engineered an advanced automation stack tailored for a robust PaaS platform.
 Documented infrastructure requirements and analyzed architecture.
- Performed critical assessments of current infrastructure solutions to ensure architectural integrity and PCIDSS compliance.

HEAD OF WEB OPERATIONS

INGENICO GROUP | FRANCE JAN 2017 - JAN 2019

- Lead a PCI DSS compliant web operations, overseeing a team of 9 and ensuring robust delivery for 8 application teams.
- Successfully deployed a large-scale Hadoop Datalake for secure transaction processing for major international clients.
- Implemented a robust DDoS protection system to safeguard web applications.
- Championed innovation and technical strategy, leading the development of the

technical roadmap.

• Optimized operational support by implementing Kanban for effective backlog management.

DEVOPS TEAM LEAD

INGENICO GROUP | FRANCE JAN 2016 - JAN 2017

- Lead a 7-member DevOps team, ensuring the robust delivery of payment and web applications in a high-stakes production environment.
- Streamlined management of continuous delivery pipelines to facilitate a flawless and efficient delivery flow increasing delivery rate from 2/year to 2/month.

PROJECT MANAGER, DEVOPS, CONTINUOUS DELIVERY ARCHITECT

INGENICO GROUP | FRANCE JAN 2015 - JAN 2016

Designed and built a Datacenter for delivering iso-production test platforms on request. Automated all aspects of platform lifecycle (creation, update, end of life) for components like VMs, VIPs, F5, and A10 configuration, Firewall, Postgres and Oracle Databases following Configuration-as-a-Code concept.

Reduced platform delivery cycle from 2-4 weeks to 0.5 man-days.

INTEGRATION ENGINEER

INGENICO GROUP | FRANCE JAN 2013 - JAN 2015

Collaborated and ensured cross-functional cooperation between development teams, QA test teams, releases managers, operations teams, and infrastructure teams to maintain high quality of deliverables throughout the deployment flow.

QA ENGINEER

INGENICO GROUP | FRANCE JAN 2011 - JAN 2013

• Pioneered the automation of test suites, enhancing efficiency and coverage across the testing lifecycle.

EMBEDDED SOFTWARE DEVELOPER

INGENICO GROUP | FRANCE JAN 2010 - JAN 2011

• Developed a remote-control tool for Ingenico Payment Terminals to streamline test automation processes.

TEAM LEAD AND SOFTWARE DEVELOPER

STATE OPTICAL INSTITUTE | RUSSIA JAN 2001 - JAN 2009

- Lead a software development team of 5, optimizing the team's workflow through strategic process structuring.
- Engineered integrated hardware and software solutions for advanced optical interferometry control systems.

EDUCATION

MASTER IN COMPUTATIONAL OPTICS ITMO, ST PETERSBUG, RUSSIA 2002

CERTIFICATIONS







