

# Thomas Cameron

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## Executive Summary

Dynamic, highly accomplished Solutions Architecture Leader and Red Hat veteran with over 30 years of experience driving multi-million dollar technical sales strategies across global markets. Proven track record of building, coaching, and scaling high-performing presales engineering teams that achieve double-digit commercial growth. A strategic advisor trusted by C-level executives in complex verticals (including Telecommunications, Federal Government, and Finance), skilled at translating deep portfolio capabilities into high-impact value propositions. Expert in fostering cross-functional alignment across Sales Management, Product Engineering, and Consulting to deliver regional pipeline expansion and customer success.

## Core Competencies

- **Presales Strategy & Execution:** Account Success Planning, Presales Process Optimization, Value Proposition Mapping.
- **Leadership & Talent Development:** Presales Team Scaling, Talent Retention, Success Planning, Advanced Technical Mentoring.
- **Cross-Functional Collaboration:** Product Management Feedback Loops, Strategic Engineering Alignment, Partner Ecosystems.
- **Enterprise Portfolio Expertise:** Red Hat Portfolio (RHEL, OpenShift, Ansible Automation Platform, Satellite), Cloud Architecture (AWS).

## Professional Experience

### Red Hat

**Senior Principal Solution Architect – Telco Vertical** | September 2024 – Present

- Deliver elite presales architectural leadership for strategic telecommunications customers, translating complex product capabilities into high-value corporate solutions.
- Spearhead regional automation strategies leveraging the Ansible Automation Platform, driving technical coverage plans that mitigate deployment risks and accelerate customer adoption.
- Partner closely with regional sales executives to build targeted vertical strategies, directly influencing pipeline metrics and business development goals.

## Sparksoft Corporation

**Red Hat Practice Lead & Presales Manager** | July 2023 – September 2024

- Directed a dedicated team of systems architects and engineers supporting massive digital transformation initiatives within the Federal Health Care vertical.
- Evaluated, coached, and developed personnel while overseeing succession planning and talent retention for the Red Hat practice.
- Acted as the primary commercial and technical bridge to Red Hat corporate leadership, managing product evaluations, demos, and cross-functional project teams.
- Designed and reviewed complex account success plans utilizing Red Hat Enterprise Linux, large-scale OpenShift deployments, and Red Hat Satellite.

## Amazon Web Services (AWS)

**Senior AWS Technical Instructor / Global Solutions Architect** | March 2019 – July 2023

- *Senior Technical Trainer (2020 – 2023)*: Delivered advanced, high-impact technical enablement to enterprise customers globally, specializing in Security Governance at Scale, Architecture, and SysOps. Consistently ranked in the top tier of global instructors for educational clarity and time management.
- *Amazon Linux Solution Architect (2019 – 2020)*: Served as the Global Solutions Architect driving software certification and adoption strategies for Amazon Linux.
- Gathered complex regional customer requirements and translated them into actionable feedback for Product Management and Engineering to ensure high-value feature integration.

## Red Hat

**Global Red Hat Enterprise Linux (RHEL) Evangelist** | May 2016 – March 2019

- Served as the global public face of RHEL, driving adoption across 180 cities and 20 countries at premier industry events (DockerCon, KubeCon, AWS re:Invent, Red Hat Summit).
- Collaborated closely with Global Product Marketing and Product Engineering to define core messaging on how RHEL enables layered portfolio products (OpenShift, OpenStack, Ansible, Ceph).
- Built trusted feedback loops with senior customer stakeholders, managing feature requests and driving customer business requirements directly into core engineering sprints.

## Red Hat

**Global Solutions Architect Lead** | September 2015 – May 2016

- Led global solutions architect enablement, designing and deploying technical and sales enablement programs for solutions architects worldwide.
- Achieved **double-digit growth in global technical sales** by successfully integrating product capability training with commercial sales strategies.

## Red Hat

**Chief Architect, Central US (Senior Principal Solution Architect)** | September 2011 – September 2015

- Conceptualized and co-founded Red Hat's Regional Chief Architect program, which was deemed a corporate triumph and subsequently scaled globally.
- Provided technical leadership, mentorship, and strategic direction for all solutions architects across the Central and Mountain regions.
- Maintained critical C-level relationships and drove cross-technology, multi-vendor account success plans for strategic accounts in aviation, retail, finance, and manufacturing.

## Red Hat

**Solution Architect Manager** | June 2010 – August 2011

- Formally managed the Central Region Solution Architecture team, overseeing day-to-day operations, resource allocation, and alignment with regional sales goals.
- Owned recruitment, onboarding, performance evaluations, and career development paths for the regional presales engineering staff.
- Bridged technical execution with corporate goals, ensuring the SA team effectively supported senior sales executives in hitting quota.

## Red Hat

**Principal / Senior / Core Solution Architect** | September 2005 – June 2010

- Progressed rapidly through increasingly senior presales roles based on technical mastery and commercial acumen.
- Acted as the regional escalation point for complex technical challenges, mentored incoming SAs, and participated on formal hiring boards.

## Early Leadership & Engineering Highlights

- **Bank of America (AVP, Linux Design & Engineering):** Spearheaded enterprise architecture and migration plans for Red Hat infrastructure in a high-pressure, tier-1 financial environment.

- **Dell Financial Services (Senior IT Engineering Manager):** Managed the IT engineering staff, implemented formalized project management processes, and oversaw architecture shifts managing \$10B in lease portfolios.
- **Connect South (Unix Team Manager):** Managed infrastructure administrators and engineers, setting rigorous documentation and project tracking standards.
- **Cameron Technical Services / Three-Sixteen Technical Services:** Founded and operated highly successful IT consulting firms delivering multi-vendor system integration, culminating in a successful corporate acquisition.

## Education & Technical Proficiencies

- **Education:** Combined 30+ years of equivalent enterprise technical experience and specialized leadership training.
- **Expertise:** Red Hat Enterprise Linux (RHEL), OpenShift Container Platform, Ansible Automation Platform, Red Hat Satellite, Cloud Infrastructure (AWS), Enterprise Presales Enablement, Cross-Functional Team Management.