



DAVID KIM

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EXECUTIVE PROFILE

Senior cloud transformation leader with 30+ years of experience driving enterprise-scale digital transformation through innovative methodologies, cloud architecture, and AI solutions. Proven track record of building high-performance technical delivery teams that accelerate cloud adoption, migration, and modernization across public sector and commercial organizations. Recognized for pioneering outcome-focused approaches that compress months of transformation work into days while maintaining highest standards of security and compliance.

Core Competencies:

- Multi-Cloud Technical Delivery Leadership
- Outcome-Driven Transformation Methodologies
- Large-Scale Migration & Modernization
- Generative AI Implementation & Governance
- Public Sector Cloud Strategy
- P&L Management & Team Leadership
- Enterprise-Scale Digital Transformation Leadership
- Cloud Adoption Framework Implementation

PROFESSIONAL EXPERIENCE

SENIOR MANAGER, PUBLIC SECTOR SHARED SERVICES

Amazon Web Services | Jul 2021 – Present | Nashville, TN

Built and led three strategic organizations that accelerate cloud transformation across AWS's global public sector customer base, reporting directly to the Public Sector CTO.

- **Technical Delivery Leadership:** Established specialized delivery team of Technical Customer Solutions Managers supporting strategic initiatives across public sector verticals, serving as technical delivery leaders for complex migrations, modernizations, and new workload deployments
- **Transformation Methodology:** Expanded Experience-Based Acceleration (EBA) program from 15 to over 100 annual engagements, compressing months of migration and modernization work into days through innovative "learn-by-doing" methodologies
- **Generative AI Innovation:** Pioneered first-to-market Generative AI EBA frameworks leveraging RAG architecture, reducing implementation timelines by 60% while maintaining compliance requirements
- **Migration Excellence:** Launched dedicated Migration Launch Team that prepared customers for successful cloud adoption, developing infrastructure tagging strategies, governance frameworks, and operating models leveraging industry-standard Cloud Adoption Framework
- **Revenue Impact:** Oversaw global delivery of \$250M+ in cloud migration and modernization services through scalable frameworks that accelerated time-to-value



VICE PRESIDENT, CLOUD ADVISORY

Genpact | Jun 2019 – Jul 2021 | Austin, TX

Founded and scaled a 220-person multi-cloud professional services practice delivering comprehensive cloud strategy, architecture, and migration services.

- **Practice Development:** Built cloud advisory practice from ground up, scaling to 220 consultants across commercial and public sector divisions
- **Revenue Growth:** Generated \$70M annual revenue through strategic cloud migration and platform modernization engagements
- **Multi-Cloud Expertise:** Led complex client engagements across AWS and Azure environments, establishing best practices for hybrid and multi-cloud deployments
- **Cross-Industry Solutions:** Designed industry-specific cloud transformation roadmaps for government agencies and commercial enterprises

SENIOR DIRECTOR, GLOBAL SOFTWARE & CLOUD PORTFOLIO | DEPUTY CTO

Honeywell International | June 2017 – Apr 2019 | Atlanta, GA

Led software engineering and cloud transformation initiatives across Comfort and Security business lines as Deputy CTO for Honeywell Software Solutions.

- **Multi Cloud Migration:** Migrated mission-critical alarm signaling platform from on-premise to Azure cloud, transforming infrastructure supporting billions of daily IoT signals from 80% of US alarm households
- **Technical Portfolio Management:** Directed \$40M technology portfolio spanning mobile applications, hardware integration, microservices, containerization, and API development
- **Engineering Leadership:** Managed 180-person global engineering organization ensuring alignment of priorities and value delivery
- **Strategic Planning:** Developed 5-year strategic roadmap for software platforms and cloud migration initiatives across global business units

FOUNDER AND CHIEF TECHNOLOGY OFFICER

kFidelis, Inc | Sep 2015 – Jun 2017 | Austin, TX

Launched technology consulting firm specializing in public sector digital transformation.

- **Startup Success:** Generated \$1M+ first-year revenue through strategic public sector client acquisitions
- **Organizational Transformation:** Designed and implemented organizational development strategy for legislative-mandated consolidation of four state agencies
- **Technology Roadmap:** Developed 5-year strategic plan for systems consolidation and modernization across multiple agencies
- **Agile Transformation:** Led SAFe Agile implementation for 1,000+ person IT organization following industry-standard framework



MANAGING DIRECTOR

The Greentree Group | Apr 2004 – Sep 2015 | Austin, TX

Progressed from Consultant to Managing Director driving public sector business growth across the southern US.

- **Business Development:** Generated \$10M+ in new revenue with 40% YoY growth through strategic client relationships
- **Portfolio Oversight:** Managed \$120M Agile development portfolio providing strategic governance of planning, development, and modernization initiatives for Texas' largest state agency
- **Cloud Strategy:** Delivered \$80M in projected savings through comprehensive IT strategic planning including cloud migration of key systems
- **Client Advocacy:** Cultivated trusted advisor relationships with senior government officials, translating technical solutions into business outcomes

SR SYSTEMS ENGINEER

Raytheon Missile Systems | May 1999 – Apr 2004 | Tucson, AZ

Evolved from Software Engineer to Six Sigma process improvement and technical project delivery manager.

- **Technical Innovation:** Developed embedded systems in C and Java for mission-critical defense applications
- **Process Improvement:** Implemented application virtualization within missile systems engineering, achieving \$2M annual savings and 30% productivity improvement
- **Project Excellence:** Improved on-time project delivery by 50% through implementation of portfolio management processes and centralized artifact repository
- **Recognition:** Received corporate-wide achievement award for employee computer purchase program implementation

IT PROJECT MANAGER

US Marine Corps, Active Duty | Aug 1992 – Apr 2004 | MCBH Kaneohe Bay, HI

EDUCATION & CERTIFICATIONS

- **MBA in Technology Management** - University of Phoenix, Tucson, AZ
- **BS in Computer Science** - Hawaii Pacific University, Honolulu, HI
- **SAFe 6 Program Consultant** - Scaled Agile, Inc.
- **Multi-Cloud Certified Professional:**
 - AWS Certified Solutions Architect Associate
 - AWS Certified Developer Associate
 - AWS Certified ML Engineer Associate
 - AWS Certified Cloud Practitioner
 - AWS Certified AI Practitioner
 - Microsoft Certified Azure Fundamentals
 - Google Certified Cloud Digital Leader