##### [00:00:00.060] - Speaker 1

One of the biggest differences of being a solutions architect at AWS versus my previous experience is the level of ownership.

##### [00:00:07.270] - Speaker 2

One of the biggest things for me by joining AWS was the opportunity to build so rare that you get to actually be hands on creating new architectures and creating new solutions.

##### [00:00:15.960]

As a Solutions Architect at AWS, we must place ourselves in the shoes of the customer.

##### [00:00:27.900]

Solutions Architects at AWS, you'll discover many opportunities for you to learn. At AWS there's so much opportunity to do what you want, and learn what you want. You're working for a company that's on the bleeding edge of technical innovation.

##### [00:00:42.840]

You are encouraged to dedicate about 20 percent of a time for self-development and learning

##### [00:00:46.950]

The biggest surprise for me since I joined AWS was just how much flexibility you've got. Your job as a solution architect is to make your customers a success, but nobody prescribes to you how you do that. So it kind of is like being a company director.

##### [00:01:01.650]

Well, for me, the drive of going into one of the biggest tech companies in the world was that I could make a big impact.

##### [00:01:07.290]

In January 2017.I moved over to Amazon Web Services as a technical account manager. Today, I'm a solutions architect. I'm essentially a technical advisor to my customers, helping them to build and migrate to AWS.

##### [00:01:24.090]

Working in IT, sometimes it is difficult to see the direct impact of your work, but as an AWS solutions architect, the impact can be really concrete. For example, working with automotive customers. One important topic is autonomous driving and how it makes day-to-day driver's life more secure and comfortable while helping our cars become more ecologically friendly.

##### [00:01:47.560]

At AWS, it's my job to work with industry defining technologies and security innovation to show our customers how they can use our services to be secure and compliant.

##### [00:01:58.530] - Speaker 6

I'm a partner solution architect working with AWS partners to build their practices from a business and a technical perspective, identifying and onboarding these partners to the AWS partner network, the APN.

##### [00:02:09.870] - Speaker 2

So, I get to work on cutting edge research and innovation and scientific innovation, as well as putting people on Mars and space exploration, which is very gratifying and I'm very thankful for.

##### [00:02:23.820]

I lead solutions architects for France. My role is quite simple really; to empower all solutions architects in France to make their customers successful and have an amazing time doing it.

##### [00:02:33.840]

As a previous customer of AWS, what initially excited me about joining, outside the technology and customer obsession, was the way AWS and Amazon is addressing diversity and inclusion. These efforts have multiplied since I started. I don't think anyone in the world has the solution yet, but I love that Amazon is approaching this in a way that encourages difficult conversations to be had in the open.

##### [00:03:01.050]

I am sure that by utilizing AWS technology, we are building a much more exciting world to come.

##### [00:03:02.370]

At AWS, I have the possibility of helping our biggest customers leverage technology in a way that can really make a positive difference in millions of people's lives. Not many people can say that.

##### [00:03:13.710]

If you are looking to grow within your career, you're looking to be challenged like you've never been challenged before and work with people who are just as motivated, just as driven, just as customer obsessed as you are.

##### [00:03:27.420] - Speaker 2

This is the place for you.