

# Michael Groff

AWS Sr. Solutions Architect · San Antonio, TX [michaelgroff.info](http://michaelgroff.info) · [LinkedIn](#) · [GitHub](#)

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## SUMMARY

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AWS Sr. Solutions Architect with 12+ years across cloud and hybrid infrastructure. Serverless-first, IaC everything, security by default. Career arc runs Rackspace Windows Admin → AWS Cloud Support Engineer → AWS Architect, which shapes how I design for production: it has to run at 2 a.m. on a Sunday without anyone waking up.

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## EXPERIENCE

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### Sr. Solutions Architect — AllCloud

May 2024 – Present · Remote (San Antonio, TX)

- Architect and deliver AWS cloud solutions for SMB-to-enterprise customers, balancing scalability, reliability, and cost.
- Design serverless systems on Lambda, API Gateway, S3, CloudFront, WAF, DynamoDB — minimal infrastructure, event-driven, containerized where it fits.
- Build reusable IaC patterns in CloudFormation and Terraform to shorten customer time-to-deploy and enforce consistency.
- Integrate AI/ML into customer workflows for predictive analytics and automation; champion generative AI tooling for operational leverage.
- Lead technical workshops, pre-sales engineering, and strategic roadmap conversations that land deals and grow accounts.
- Continuously optimize cloud spend via CloudWatch, Trusted Advisor, Cost Explorer, and third-party cost platforms.

### Solutions Architect — Vivsoft Technologies

September 2022 – December 2024 · Herndon, VA

- Lead cloud architecture for government programs under DoD security and operational standards.
- Design secure, resilient systems for defense platforms; integrate cloud services for controlled data exchange.
- Drive migration strategies (including blue/green deployments) for mission-critical workloads with zero tolerance for downtime.
- Translate cloud value to executives so adoption decisions are driven by outcomes, not acronyms.

### Sr. Solutions Architect / Cloud Architect — Innovative Solutions

May 2021 – September 2022 · West Henrietta, NY

- Led customer-facing migration and modernization strategy across SMB and mid-market AWS accounts.
- Designed repeatable migration patterns and automated deployment with CloudFormation, Terraform, and CodePipeline/CodeBuild/CodeDeploy.

- Configured and hardened core AWS services (EC2, VPC, RDS, S3, IAM, WAF, Security Groups) for scale and compliance.
- Captured reference patterns for the Innovative Managed Cloud Services offering, influencing product direction.
- Fed customer observations back to AWS service teams to shape feature development.

### **Cloud Tech Architect Delivery Specialist — Accenture Federal Services**

December 2019 – May 2021 · San Antonio, TX

- Designed AWS and Azure environments spanning IaaS, PaaS, and SaaS for federal customers.
- Built network topology (VPC/VNet, subnets, load balancers) alongside the application layer (EC2, RDS, Elastic Beanstalk, App Service, Azure SQL).
- Created reusable on-prem-to-cloud migration plans; ran Azure-vs-AWS cost comparisons to support CSP selection.
- Obtained an Active Security Clearance (type available upon request).

### **Cloud Support Engineer — AWS (Amazon Web Services)**

May 2019 – December 2019 · Dallas, TX

- Supported Windows-focused AWS workloads: EC2, VPC, ASG, Directory Services, SSM, VMImport, CloudEndure, WorkSpaces, ECS, ELB, EBS, S3, RDS, AWS Backup.
- Assisted customers with migrations, HA/DR implementations, and troubleshooting on Active Directory, MSSQL, Exchange, IIS, and Terminal Server.
- Collaborated with AWS service and documentation teams to ship fixes and improvements informed by real customer pain.

### **Solutions Architect / Solutions Engineer — Unique Digital (UDI)**

April 2017 – May 2019 · San Antonio, TX

- Designed Dell EMC and partner-technology IT solutions against customers' 3/5/7-year business and application targets.
- Served as pre-sales technical lead for outside sales; shaped strategies with product management to tune solutions to customer priorities.

### **Windows Administrator I & II — Rackspace**

January 2015 – April 2017 · San Antonio, TX

- Built and maintained Windows workloads on bare metal and on Hyper-V / VMware ESXi.
- Ran patching, backups, and performance tuning across Active Directory, MSSQL, Exchange, IIS, Terminal Server, and DNS.
- Automated repetitive admin work in PowerShell to compress ticket turnaround.

### **IT / Network Administrator — R & K Specialized Homes**

July 2013 – January 2015 · San Antonio, TX

- Owned infrastructure for 200+ employees across multiple sites: Windows AD, Terminal Server, FreeNAS, VoIP (RingCentral), MDM, GPS fleet tracking.
  - Designed and deployed a full office-remodel network refresh: 81 data drops, PoE switching, new WAPs, T1 → fiber uplink.
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## EDUCATION

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**Bachelor of Arts** — Texas State University, San Marcos, TX *School of Journalism & Mass Communication*

- Dean's List honoree
  - Active in intramural sports and student organizations
  - University Star (student paper) contributor
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## CERTIFICATIONS

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### Amazon Web Services

- AWS Certified Solutions Architect – Professional (2022)
- AWS Certified Solutions Architect – Associate (2021)
- AWS Certified SysOps Administrator – Associate (2023)
- 16 AWS Partner / AWS Knowledge training badges (2023–2026), including Agentic AI, Generative AI Essentials, Serverless, Storage Core/Technologist, and GovCloud Essentials

### CompTIA

- Security+ ce (2024)

### ICAgile

- ICP – ICAgile Certified Professional (2020)

### Red Hat

- Sales Engineer Specialist – Automation / Ansible (2019)

### Dell EMC · VMware · Microsoft

- Dell EMC PowerEdge Associate + Implementation Engineer Specialist (2018)
- VMware VSP / VTSP partner accreditations across BC, HCI, MA, MO, NV, SV (2017–2018)
- Microsoft Technology Associate – Networking Fundamentals (2017)

*Live badges and verification links at [michaelgroff.info](https://michaelgroff.info).*

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## SKILLS

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- **AWS:** Lambda · API Gateway · S3 · CloudFront · DynamoDB · EventBridge · SQS/SNS · Step Functions · ECS/Fargate · EC2 · VPC · IAM · Route 53 · ACM · WAF · CloudWatch · Cost Explorer
- **Infrastructure as Code:** AWS CDK (TypeScript) · SST · Pulumi · Terraform · CloudFormation
- **Languages:** TypeScript · Python · Bash · PowerShell
- **CI/CD & GitOps:** GitHub Actions · GitLab CI · CircleCI · ArgoCD · FluxCD · Helm · Kustomize
- **Patterns:** Serverless-first · Event-driven · Microservices · Blue/green deploys · Well-Architected · Cost optimization · DR
- **Platforms:** Linux · Windows Server · VMware · Hyper-V · KVM · Docker · Kubernetes · CloudFlare
- **Observability:** CloudWatch · Datadog · New Relic · Prometheus · Grafana
- **Config Mgmt:** Ansible · Chef · Puppet
- **Specializations:** On-prem → cloud migrations · Platform modernization · Greenfield AWS · Hybrid (AWS + Azure + on-prem) · DoD/Federal (IL4, FedRAMP) · Generative AI integration

*References and letters of recommendation available upon request.*