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CLOUD SOLUTION ARCHITECT | CUSTOMER SUCCESS | TECHNICAL TRAINING

Biography Summary - Experienced Cloud Solutions Architect with over 28 years of experience in the IT industry, I have been involved in designing, educating, training, and building complex cloud solutions for a diverse set of enterprise customers. My roles have ranged from Cloud Solutions Architect to Technical Trainer, Customer Success Manager, Sales Consultant and Developer. I hold a Post-graduate Lato-Sensu in object-oriented design and a bachelor's degree in computer science.

CORE COMPETENCIES

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|--|---|------------------------------------|
| - Cloud Solutions Architect | - Enterprise Architecture & Integration | - Executive Stakeholder Engagement |
| - Software Development | - AI & Intelligent Process Automation | - Sales Consulting |
| - Technical Training | - DevOps / CI-CD / Containerization | - Security |
| - Customer Success & Adoption Strategies | - Technical Enablement & Workshops | - Java/Python/C#/NodeJS |

PROFESSIONAL EXPERIENCE

Microsoft – Orlando, FL, USA

Senior Cloud Solution Architect • October 2024 – Present

As a Senior Cloud Solution Architect in the Cloud + AI organization, I specialize in Azure AI Foundry, partnering with enterprise manufacturing customers to design and deliver AI-driven, cloud-native solutions that accelerate digital transformation.

- Design and deliver secure, scalable cloud and AI application architectures using Microsoft Azure, with a strong focus on Azure AI Foundry, Azure OpenAI, and AI Services.
- Lead architecture design sessions (ADS), proofs of concept (POCs), and production deployments across Azure App Services, Containers, AKS, Application Insights, and Azure AI Services.
- Architect and govern AI solutions using Azure AI Foundry, including model orchestration, agent-based patterns, prompt management, evaluation, and responsible AI practices.
- Drive adoption of modern DevSecOps practices by integrating GitHub, Azure DevOps, and CI/CD pipelines to improve developer productivity and operational reliability.
- Collaborate with Customer Success, Engineering, and Product Groups to ensure end-to-end solution delivery across application, data, and AI platforms.
- Serve as a trusted technical advisor to C-level executives and engineering teams, modernizing legacy systems with microservices, APIs, and AI-powered capabilities.

Selected Achievements & Impact

- Led enterprise customers in adopting Azure AI Foundry to operationalize AI at scale, enabling governed experimentation, faster model lifecycle management, and production-ready AI solutions.
- Drove adoption of Azure AI Foundry and Cognitive Services to embed intelligence into mission-critical applications, improving automation, insight generation, and user experience.
- Designed secure hybrid and multi-environment architectures aligned with enterprise compliance, resiliency, and cost-optimization standards.
- Delivered measurable business outcomes by reducing time-to-market and optimizing Azure investments through architectural governance and best practices

Microsoft – Orlando, FL, USA

Senior Azure Technical Trainer • Jul 2022 – September 2024

- Deliver enterprise training on AI, DevOps, Infra, and Security solutions in Azure cloud.
- Guide global customers to adopt Azure architecture best practices.
- Collaborate with product and engineering teams to refine cloud adoption content.

Career Note: In 2022, I transitioned from a Cloud Solution Architect role in Brazil to a Sr. Azure Technical Trainer position in the U.S. due to a time-sensitive immigration requirement. Upon green card approval, establishing U.S. residency was essential for compliance. The Trainer role was the only immediate opportunity aligning with my cloud expertise, enabling me to maintain career progression while strategically meeting relocation needs.

Microsoft – São Paulo, Brazil

Senior Cloud Solutions Architect • Mar 2021 – Jun 2022

- Led the architectural design and implementation of Azure cloud solutions, providing presales support and strategic consulting to drive cloud adoption.
- Led technical and economic value discussions with senior customer executives.
- Delivered cloud strategy presentations and demos to senior executives, highlighting the value of Azure services.
- Worked closely with sales teams to identify opportunities for customer enablement and upsell Oracle and Microsoft cloud offerings.
- Provided post-sales support, ensuring customer success and alignment with Oracle's cloud strategy and training initiatives.

Oracle – São Paulo, Brazil

Principal Enterprise Cloud Architect • Aug 2020 – Mar 2021

- Led OCI implementations and complex application migrations.
- Partnered with clients to design secure hybrid cloud solutions.
- Delivered pre-sales technical enablement for SaaS, OCI, and integration services.
- Recognized with Oracle Service Award (2018) and led high-impact cloud migration projects including the SKY Brazil transformation.

Oracle – São Paulo, Brazil

Customer Success Manager • Feb 2015 – Jul 2020

- Assisted in various pre-sales initiatives for cloud projects, developing business cases for cloud migration and application modernization using Oracle Cloud Services. Presented the benefits and best practices for Oracle Cloud implementation.
- Conducted hands-on workshops for customers on Oracle Cloud Services, demonstrating the Oracle Cloud site, marketplace for IaaS custom images, and guiding customers through cloud domain activation and initial provisioning of IaaS and PaaS services.
- Monitored customer Oracle Cloud adoption, measuring project progress, presenting business results to sponsors and executives, and engaging operational teams in using Oracle Support services to manage service requests.
- Evaluated infrastructure and application architectures for migration to Oracle Cloud, creating blueprints and roadmaps for public or hybrid cloud deployments, and providing case references.
- Accelerated customers' business outcomes by aligning sponsor objectives with Oracle Cloud Platform capabilities, engaging with experts, setting KPIs and goals, and conducting onboarding sessions.
- Kept customers informed about roadmap highlights and new feature releases, driving innovation by showcasing current and future possibilities.
- Led customer initiatives, reviewed business goals, and provided strategic and tactical recommendations for transitioning to the cloud from traditional IT models across various industries.
- Developed long-term partnerships with customers to ensure they maximized their Cloud investment, driving high adoption rates of Oracle Public Cloud Services.

Major Accomplishments:

- **Oracle Service Award:** Recognized in June 2018 for exceptional personal efforts and dedication to Oracle's growth.
- **Promotions and Salary Increases:** Awarded for successfully meeting challenges over three fiscal years (FY18, FY20, FY21).
- **SKY Project Success:** Led the project to international recognition, highlighted at Oracle OpenWorld San Francisco by Larry Ellison and Safra Catz. Oracle recognized SKY as a Top Cloud Innovator.
- **Claro's MURB Project:** Became a trusted advisor, leading to 80% cost savings and a new revenue stream for Claro through data analysis and monetization.
- **Training Course:** Developed a training course for Client Success Specialist partners in Latin America.

Oracle – São Paulo, Brazil

Senior Sales Consultant, Fusion Middleware • May 2013 – Feb 2015

- Acted as a Fusion Middleware specialist for named and coverage accounts, delivering presentations, demonstrations, and proof of concepts.
- Focused on projects built upon Fusion Middleware and Engineered Systems, responding to RFIs and RFPs.
- Developed business cases with customers to justify projects using ROI and TCO based on their needs and solution designs.

Major Accomplishments:

- **First Exalogic Sale:** Facilitated the sale of the first Exalogic system in Indirect Sales LAD to Sírío-Libanês Hospital on April 23, 2014, for running Philips Tasty ERP on Oracle Weblogic Server.
- **Largest Deal of FY2014:** Played a key role in securing a \$3.7M software and hardware license contract with Bunge, by convincing the customer's architecture team of the proposed integration architecture's superiority over competitors.
- **Second Largest Deal of FY2014:** Supported the design of a highly scalable, fault-tolerant architecture for Passarella's e-commerce portal, leading to a \$1.5M contract. Ensured the solution met high availability and scalability requirements for Black Friday transactions.
- **FY2014 Results:** Achieved 125% of quota, demonstrating exceptional sales performance.

EDUCATION

- Postgraduate Certificate in Object-Oriented Design, University of Campinas, Campinas, SP, Brazil | 2005–2006
- Bachelors in Computer Science, Fac-Fito, São Paulo, SP, Brazil | 2001–2004

CERTIFICATIONS & TECHNICAL SKILLS

- 9x Microsoft Azure Certified, 6x Oracle Cloud Certified
- AI, Cybersecurity, Infrastructure, Networking
- Cloud Platforms: Azure, OCI, AWS (basic)
- Languages: Java, Python, C#, SQL
- Tools: Terraform, Docker, Kubernetes, GitHub, Jenkins
- Proficient in Linux
- Excellent problem-solving and debugging skills
- Fluent in English and Portuguese