

# Marco Schneider

## Cloud Generalist and Staff Solution Architect

München

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Global Top Performer | CKA | Cloud Generalist & Team Leader | 23+ Years of Excellence

Leveraging over two decades of expertise in solution architecture, sales, post and presales, I excel as a cloud generalist and team leader. My forte lies in deploying automated systems and engineering robust solutions across diverse industries. I am dedicated to crafting and executing innovative cloud strategies tailored to our clients' unique requirements and challenges.

At the heart of my skill set are Generative AI and Cloud-Native Architecture, tools I harness to unlock new avenues for data analysis, optimization, and personalization. My proficiency in Cloud Infrastructure, Storage, and Data Protection ensures our solutions are secure, scalable, and performant. As a collaborative team player, I work closely with stakeholders to deliver superior outcomes. My vigilance for emerging trends and technologies positions our customers at the forefront of the competitive landscape.

Willing to relocate: Anywhere

## Work Experience

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### Staff Cloud Solution Architect EMEA

Zadara-München

2016 to Present

- Grew a new German team (Sales, Solution Architects, Operations) from the ground up, driving monthly recurring revenue (MRR) from €0 to over €150k. Led the high-performing German Solution Architect team.
- Designed and implemented scalable cloud infrastructure solutions for customers, reducing operational costs by 40% and achieving near-perfect uptime (99.9995%) through managed services
- Secured and managed the largest account in Germany/Switzerland as a key account manager and trusted advisor.
- Successfully transformed some major customer from a traditional reseller to a managed service provider, demonstrating your ability to drive business model change.
- Led virtual teams (Sales, Support, Solution Architects) across EMEA, ensuring seamless service delivery for all major customers.
- Served as a Cloud and Kubernetes Lead Subject Matter Expert (SME) for the International Market, actively contributing to the global DevOps team at Zadara.
- Collaborated with the CTO Office to evaluate potential technology partners like Taikun and Kasten by Veeam, strengthening the company's solution portfolio.

### Cloud Infrastructure Architect

IBM-Munich

2013 to 2015

- Designed, developed, deployed and supporting real time provisioning and system management capabilities for Infrastructure as a Service (IaaS) Clouds for a private commercial customers. Responsible for Infrastructure architecture including Server, Storage and Network, physical and logical implementation design including Rack Elevations, Datacenter Cable Management Plan, Floor and Space Planning, Virtual Machine Buildsheet, Network VLAN and Subnet Design, Firewall and Routing Topology, and deployment planning.

- Led a team of 50 international IT Specialists supporting the deployment of the planned infrastructure in the 5th strategic datacenter
- Acted as lead technologist among Sales, Architecture and Delivery and leading RFS and PCR solution design.

## **Global Enterprise Cloud Delivery and Storage Architect**

IBM-Ehningen near Stuttgart

2010 to 2013

- Traveling generalist going on-site to 15 data-centers in 11 countries, among them Japan, France, Switzerland, US, Brazil, and Canada, to personally perform site assessment, datacenter planning together with the local team, leading physical and logical builds of over 2000 physical servers per datacenter.
- Deployed a variety of infrastructures including; Red Hat/KVM, VMware/ESXi, IBM AIX, building network platforms on Juniper Networks hardware, Brocade storage networks, mostly IBM Hardware including System X and System P, and deploying large complex middleware solutions.
- Co-founded the IBM Smart Cloud Enterprise Plus (SCE+) solution. This was the first IBM Cloud IaaS offering.
- Chief Storage Architect designing continuous architecture to leverage across several offerings including the design patterns and roadmap.

## **Lead Storage Architect**

IBM-Ehningen near Stuttgart

2006 to 2010

- Designed the building block reference architecture for IBM's strategic outsourcing offering in all three German datacenters with a small group of Architects. Consultant during sales engagement, developing overall transition architecture based on the reference design.
- Worked to reduce cost and improve infrastructure stability through innovation projects focused on virtualization.
- Supported financial planning, resource tracking (including Global Resourcing / Delivery), service line strategic planning, executive updates, and productivity & cost takeout initiatives for the Storage and Backup Service Line Component of SSO.
- Coordinated the leadership of critical situation (Outage) groups, using methods to analyzing the situation and communicate the workaround or solution between IBM and the customer management on C-Level.

## **Storage Subject Matter Expert**

IBM-Ehningen near Stuttgart

2000 to 2006

- Designed, Installed and administered high available infrastructure solution for a global IBM file store to fulfil the business critical data transfer around the world.
- Installed and tested new IBM hardware together with the IBM Lab and updated the IBM Linux and Storage interoperability matrix
- Consulting Storage SME for 20 different customers (banking, travel and transportation, energy and national security) in Europe focused on Storage, Backup and Storage area Network.

## **IT Specialist**

ABB GmbH-Ladenburg

1998 to 2000

- Administered the internal Lotus Notes, Backup and Windows NT Domain. Worked in the Help desk for the whole Campus.
- Acted as field engineer for building automation for several customers around Mannheim, Heidelberg and Frankfurt. Managed code releases based on IBM AIX systems.

## Education

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### **Energy Electrical in Industry**

ABB Energy - Ladenburg

1994 to 1998

### **High school or equivalent**

Friedrich Ebert Schule - Ilvesheim

August 1989 to May 1994

## Skills

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- Cloud (edge/public) (10+ years)
- Out of the box thinking (10+ years)
- Docker/Kubernetes (5 years)
- Storage Architecture (10+ years)
- Solution Design (10+ years)
- AWS (3 years)
- Archive (10+ years)
- Sales (7 years)
- Presales (10+ years)
- DevOps (6 years)
- Linux (10+ years)
- APIs (2 years)
- Artificial Intelligence (1 year)

## Languages

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- Deutsch - Expert
- Englisch - Fluent
- Spanisch - Intermediate

## Certifications and Licenses

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### **HashiCorp Certified: Terraform Associate 2020**

October 2020 to Present

### **IBM Certified IT Architect**

February 2013 to Present

### **Google Cloud Digital Leader**

February 2024 to February 2027

### **CKA Certified Kubernetes Administrator**

August 2024 to August 2026

## Additional Information

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### Additional Training:

- Architectural Thinking
- Client Consulting for Architects
- Process, Methods and Tools for Architects
- IBM Unified Method Framework
- System Storage Foundations TOP GUN
- Mastering Negotiation
- Leading@IBM (leadership class)
- Becoming a Technical Leader (leadership class)
- Technical Leader in you (leadership class)
- Masterclass 1/2 (leadership class)
- Coaching for Leaders (leadership class)
- Professional Potential Development (leadership class)
- Google Cloud Fundamentals: Core Infrastructure
- Managing Cloud Infrastructure with Terraform
- Introduction to Digital Transformation with Google Cloud
- Understanding Cloud Security and Operations
- Infrastructure and Application Modernization with Google Cloud
- Innovating with Data and Google Cloud
- Introduction to Generative AI
- AWS Well-Architected