

# NEWTON CAZZARO

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## PROFESSIONAL SUMMARY

Strategic Solutions Architect with 10+ years of experience bridging the gap between ambiguous business goals and executable engineering reality. Expert in Technical Presales, Cloud Governance, and SDLC Transformation for regulated enterprise environments (Healthcare, Finance, Manufacturing). I specialize in designing secure, scalable AWS/Azure platforms that accelerate sales cycles and reduce delivery risk. Proven ability to lead C-level discovery, define multi-year technical roadmaps, and mentor engineering teams on DevOps culture and operational excellence. Trilingual (English, Portuguese, Spanish).

## STRATEGIC IMPACT & LEADERSHIP

- Revenue Influence:** Architected technical sales strategies for high-value pursuits ranging from **\$1M to \$25M+**, directly influencing win rates by translating complex architecture into clear business value (ROI/TCO) for executive stakeholders.
- Governance & Standardization:** Defined and enforced cross-organizational cloud standards (Landing Zones, IaC modules, Security Policies), reducing infrastructure provisioning time by **40%** and eliminating configuration drift.
- High-Profile Delivery:** Led architecture for flagship engagements including **Smart City** initiatives, **IndyCar** real-time data platforms, and enterprise modernizations for Fortune 500 clients (e.g., UPS, Toyota).
- Engineering Culture:** Championed "Shift-Left" security and DevOps maturity, mentoring teams on CI/CD rigor and observability, resulting in higher deployment frequency and lower change failure rates.

## CORE EXPERTISE

- Cloud Strategy & Design:** AWS & Azure Well-Architected Frameworks, Multi-Account Strategy, Hybrid Connectivity, FinOps/Cost Optimization, Migration Planning (6 Rs).
- Presales & Technical Sales:** Discovery Workshops, RFP/RFI Technical Defense, Proof of Concept (PoC) scoping, Executive Storytelling, Solution Costing Estimation.
- SDLC & DevOps Chain:** Infrastructure as Code (Terraform), CI/CD Strategy (GitLab/Jenkins), Container Orchestration, GitFlow, Environment Management.
- Application Architecture:** Microservices patterns, Event-Driven Architecture (EDA), API-First Design, Serverless, High Availability/Disaster Recovery (HA/DR).
- Languages:** Native English, Portuguese, Spanish | Conversational Japanese.

## PROFESSIONAL EXPERIENCE

### NTT DATA Americas

Senior Digital Solutions Consultant / Senior Cloud Architect

Remote / Las Vegas, NV

May 2023 – Present

- Lead technical presales and architecture strategy for large-scale digital transformation deals, serving as the primary technical liaison between sales leadership, client executives, and delivery engineering.
- Drive "deal velocity" by designing board-ready reference architectures and implementation roadmaps that secure stakeholder buy-in and pass stringent security/compliance reviews.
- Architect and govern secure cloud foundations on AWS/Azure, implementing best practices for network segmentation (Transit Gateway/vWAN), identity federation, and private connectivity.
- Standardized the Innovation Center's demo approach for opportunities exceeding **\$10M**, utilizing immersive storytelling and live architectural proofs to differentiate against competitors.
- Establish SDLC and DevOps standards for delivery teams, enforcing rigorous IaC practices (Terraform) and automated testing pipelines to ensure seamless handoff from sales to delivery.
- Mentor mid-level architects and engineers on navigating enterprise politics, trade-off analysis, and consulting soft skills to elevate the overall technical maturity of the practice.

### NTT DATA Americas

Technical Solutions Architect

Remote / Las Vegas, NV

Oct 2020 – May 2023

- Orchestrated the modernization of legacy monolithic systems into cloud-native, API-driven architectures, significantly improving scalability and integration capabilities for enterprise clients.
- Developed reusable Terraform modules and CI/CD templates that became the de facto standard for new project kick-offs, reducing environment setup time from weeks to days.
- Collaborated with Product and Innovation teams to operationalize emerging technologies (AI/ML, Edge Compute) into sellable enterprise offerings with defined SLAs and support models.

- Conducted "Well-Architected" reviews and technical due diligence, identifying risks in client environments and proposing remediation roadmaps that generated follow-on services revenue.

**Nevada Corporate Headquarters, Inc.**  
*Senior Full Stack Engineer (Lead)*

*Las Vegas, NV*  
*Jan 2019 – Oct 2020*

- Architected and optimized a mission-critical cloud platform serving **50,000+ users**, focusing on database performance tuning, API security, and high-throughput data processing.
- Led the internal transformation of development workflows, introducing automated testing, version control standards, and continuous deployment pipelines to increase release velocity.
- Bridged the gap between business operations and engineering by translating complex CRM requirements into technical specifications and analytics dashboards.

**Adobe Communications Electronics**  
*Full Stack Engineer*

*Las Vegas, NV*  
*Jun 2016 – Jan 2019*

- Designed and implemented internal ERP/Operational platforms using modern web frameworks, automating manual reporting workflows for finance and production departments.
- Refactored legacy codebases into service-oriented architectures, improving system maintainability and enabling easier third-party integrations.

## ARCHITECTURE & ENGINEERING PHILOSOPHY

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- Security by Design:** Identity is the new perimeter. I advocate for Zero Trust principles, least-privilege IAM, and immutable infrastructure.
- Operational Readiness:** A system isn't "done" until it is observable. I prioritize logging, metrics, and tracing (OpenTelemetry) to reduce MTTR.
- Pragmatism over Perfection:** I design architectures that balance purity with business constraints, budget, and team skill levels.

## EDUCATION

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- University of Nevada, Las Vegas (UNLV)** — B.S. Computer Science

## CERTIFICATIONS

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- AWS Certified Solutions Architect — Associate**
- AWS Certified Solutions Architect — Professional (In Progress)**
- NTT DATA Leadership Acceleration Program — Alumni Coach

## TECHNICAL TOOLKIT

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- Cloud & Infrastructure:** AWS, Azure, Terraform (IaC), Docker, Kubernetes (EKS/AKS), Linux Administration.
- DevOps & CI/CD:** GitLab CI, Jenkins, GitHub Actions, ArgoCD, Helm.
- Development & Data:** Python, SQL, REST/GraphQL APIs, React, EventBridge/SQS/SNS.