Andres Zeballos Carbajal

Solutions Architect | Cloud & Platform Engineering

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Professional Summary

Solutions Architect with 6+ years in IT and 5+ leading large-scale AWS architectures for banking and enterprise. I have defined **reference architectures** and **CoE**-aligned governance, and I design **scalable, resilient and cost-efficient** solutions (microservices, event-driven, serverless). I lead, execute and close projects end to end; 14 AWS certifications incl. **Solutions Architect – Professional**. Expert in **AWS Well-Architected Reviews**, data platforms and multi-account migrations.

Core Skills

- Standards, guidelines and **reference architectures**; CoE and cloud governance (Control Tower, AWS Organizations).
- **EKS/ECS/Fargate**, networking, multi-account/multi-AZ; REST/OAuth2/JWT.
- Event-driven: **SQS, SNS, EventBridge**; Serverless (Lambda, API Gateway, DynamoDB).
- Security: **Security Reference Architecture**, IAM least privilege, IAM Identity Center, **KMS**, Security Hub, Trusted Advisor, GuardDuty, Inspector.
- CI/CD and IaC: CodePipeline/Build/Deploy, CloudFormation/Terraform/Pulumi, GitOps, CodeCatalyst.
- **Mentoring and workshops**: 3 engineers to all AWS Associate certs (1.5 months per cert); 5 internal and customer workshops.
- Programming: Node.js, TypeScript, Python, SQL, Spark, Go.

Professional Experience

phData — **Arequipa, Peru**

Solutions Architect – Managed Services — *Mar 2026 – Present*

- **Enterprise managed services**: enterprise deployments and ongoing DevOps support for a **leading Fortune 500 biopharmaceutical company**, the **leading U.S. travel center and fuel retail operator** and a **leading B2B SaaS company** delivering business management and workflow automation platforms.
- **Architecture and cost**: **multi-region architectures** and **cost estimates** for new workloads and platform expansions.
- **Production EKS**: EKS platform operations and design and implementation of **disaster recovery (DR)** for production clusters.
- **Infrastructure as code**: deployment and day-2 automation with **Terraform**; CI/CD pipelines in **Azure DevOps**.
- **Snowflake**: **FinOps** (credit and warehouse consumption monitoring and optimization) and design and management of **RBAC as code**.
- **Data operations**: **Azure Data Factory** pipeline support, data pipeline **observability** and operational **runbooks**.

Argo Cloud Solutions S.A.C — **Arequipa, Peru**

Senior Solutions Architect — *Jan 2025 – Feb 2026*

- **Governance and reference**: defined reference architectures and CoE guidelines for critical (banking) workloads, reducing Infrastructure/Security rework (∼20%).
- **Landing Zone** for **Peru's 3rd-largest insurer**: 15 accounts in 4 weeks, **Direct Connect**, network segmentation with AWS IPAM and **centralized security** (org CloudTrail, GuardDuty, Security Hub, Inspector, Detective). **+55% compliance** (AWS Foundational, CIS, NIST).
- **Security**: detected and contained a crypto-mining incident caused by a permissive SG; hardening and lessons learned built into governance guidelines.
- **Production EKS**: operations and upgrades of **6 clusters** (∼80 nodes, 300+ pods). **Median MTTR** ∼**25 min** (P90 ∼45), **99% SLI (90 days)** against a 99.9% SLO with <30% error budget burn.
- **Data assessments**: deep assessments for **2 Colombian unicorn startups** and **Peru's 2nd-largest insurer**, delivering **data platform roadmaps** and **10–20% savings**.
- **AWS Well-Architected Reviews**: end-to-end delivery for startups, SMB and enterprise; remediation sprints prioritized by risk/value with **10–20% savings** and fewer critical findings (security, reliability, operational excellence and cost).
- **Stakeholders and technical sales**: executive meetings, requirements gathering and **RFPs** for all kinds of customers; **>65% win rate**.

Argo Cloud Solutions S.A.C **Arequipa, Peru**
Solutions Architect *Aug 2021 – Dec 2024*

- Monolith → ECS Fargate (spot) modernization with RDS Proxy and ElastiCache/Redis: payload 50 MB → 5 MB (gzip); latency 90+ s → 0.4 s p95 (∼5 s p99 on heavy flows). Cost: USD 4,000 → 1,750 (peaks + new environment on Fargate Spot).
- Event-driven architectures: SQS/SNS/EventBridge and API Gateway with DLQ, idempotency and retry/backoff.
- Production serverless: production-grade Lambdas (observability, cold start mitigation, alarms, tracing), CodePipeline/Build/Deploy pipelines and blue/green/canary deployments.
- End-to-end AWS Well-Architected Reviews (startups, SMB and enterprise): assessment, remediation and workshops; improvements in security, reliability, operational excellence and cost.
- Cloud migrations (20+ companies): websites, file systems, databases and applications; proposed AWS Local Zone Lima for critical components with DR in the parent region (TGW + DX).
- Data & BI: near real-time dashboards; reusable ETL library (–50% development time).

Laboratorios Portugal S.R.L **Arequipa, Peru**
IT Assistant *Apr 2020 – Dec 2020*

- Multi-country SAP Business One license management; compliance and cost optimization.
- ERP support and data quality (∼15% improvement).

Education

Universidad Católica de Santa María **Arequipa, Peru**
B.S. in Systems Engineering *2021*

Certifications

AWS (14): Solutions Architect – Professional; Solutions Architect – Associate; SysOps Administrator – Associate; Developer – Associate; Security – Specialty; Advanced Networking – Specialty; Machine Learning – Specialty; DevOps Engineer – Professional; Generative AI Developer – Professional; Cloud Practitioner; AI Practitioner; Data Engineer – Associate; Machine Learning Engineer – Associate; AI Business Strategist (beta).

In progress: 2 GCP certifications; KCNA.

Technologies

AWS (EC2, EKS, ECS, Lambda, API Gateway, S3, RDS/Aurora, DynamoDB, CloudFront, Route53, CloudWatch, IAM, Control Tower, KMS), Docker, Kubernetes, Terraform, Snowflake, Azure (Data Factory, DevOps), Node.js, TypeScript, Python, SQL, Apache Airflow, Git, DevOps Tooling.

Community and Talks

- **AWS Community Builder**.
- Speaker at **AWS Community Days** across Latin America, **AWS Student Community Days** and **KCD Lima 2026**.