

# Miguel Deo

CLOUD SOLUTIONS ARCHITECT



## Contact Details



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## Work Experience

**Cloudmile Sdn Bhd, Mid Valley City, Kuala Lumpur**

**Solutions Architect (Pre-sales)**

December 2024 – Present

- Work with various cloud technologies and services related to Amazon Web Services (AWS) and Google Cloud Platform (GCP).
- Work with various security technologies and services from Palo Alto, BitDefender, Mandiant and Cloudflare.
- Craft functional and customized cloud solutions based on customer needs prioritizing cost-effectiveness, performance, security, governance, and sustainability.

**G-AsiaPacific Sdn Bhd, Sunway, Selangor**

**Senior Solutions Architect (Pre-sales)**

January 2024 – December 2024

**Solutions Architect (Pre-sales)**

June 2022 – December 2023

- Work with various cloud technologies and services related to Amazon Web Services (AWS) and Google Cloud Platform (GCP).
- Work with various security technologies and services from Fortinet, F5, Trend Micro, Dynatrace, Akamai and Cloudflare.
- Involved in creating project timelines, designing architecture diagrams, building proof of concepts (POC) demos, as well as provisioning and configuring cloud resources.
- Conduct R&D using cloud technologies to come up with functional solutions.

- Perform assessment on customer's cloud infrastructure.
- Provide consulting related to cloud services and solutions to customers.
- Give talks during events and present pitch decks.
- Propose support/manage services plans and services to customers.
- Manage customer expectations.
- Build relations with customers and partners.
- Provide guidance for newcomers and train them for the role.
- Experience handling multiple large enterprise customers across the SEA region.

### **Cloud Engineer**

June 2020 – May 2022

- Involved in planning and deployment of various cloud technologies and services related to Amazon Web Services (AWS) and Google Cloud Platform (GCP).
- Create technical documentation for handovers and cloud infrastructure assessments.
- Provide technical support and troubleshooting for customer's cloud services.
- Deploy security services from various cybersecurity providers such as Fortinet, F5 and Trend Micro.

**Hitachi eBworx Sdn Bhd, Petaling Jaya, Selangor**

### **Business Consultant (Intern)**

January 2020 – May 2020 (5 Months)

- Learn and experience the full Project Lifecycle of implementing a system in Financial Institutions (FIs).
- Documentation, which includes preparing materials for Business Requirements Workshop, writing Functional Specification Documents (FSD), Requirements Traceability Matrix (RTM) and User Manual.
- Testing, which includes test case preparation and conduct testing to validate the system behavior against the requirements agreed with the customer.
- Status reports preparation for the management team.

**Excel Force MSC Berhad, Petaling Jaya, Selangor**

### **Software Developer (Intern)**

May 2017 – August 2017 (3 Months)

- Responsible for the development of application systems in accordance with the technical design provided.
- Provide software testing on developed application systems.
- Provide software modification/bug fixing.
- Provide software Implementation & software modification support.

## **Education**

**Bachelor of Computer Science (Hons) with Major in Cloud Computing**

Coventry University, Coventry, England

INTI International University, Nilai, Malaysia

Dual Award Degree Programme

January 2018 – May 2020

3.44 CGPA

Dean's Honor Roll

## Certifications

- Google Cloud Associate Cloud Engineer
- Google Cloud Professional Cloud Architect
- Google Cloud Professional Workspace Administrator
- AWS Cloud Practitioner
- AWS Certified Solutions Architect Associate
- AWS Certified Solutions Architect Professional
- Alibaba Cloud Associate Certified
- Alibaba Cloud Professional Certified
- IBM Cloud Computing and Virtualization Graduate

## Languages

- English - Native
- Bahasa Malaysia - Native

## Core Skills

- Proficient and experienced in the architecture and implementation of cloud infrastructure and services specializing in Google Cloud Platform (GCP), Amazon Web Services (AWS), with some experience in Microsoft Azure and Alibaba Cloud.
- Experienced with leading a team and training juniors on the job role.

- Able to operate on Windows server and various Linux-based operating systems, including scripting and web hosting implementations.

- Familiar with the sales cycle of cloud solutions and frequently involved in sales meetings and presenting the company profile.

- Familiar with various programming, scripting and markup languages such as Python, Javascript, Java, C++ and PHP.

- Familiar with SQL and NoSQL databases.

- Basic knowledge of web & mobile application development.

## Project Experience

- Single and multi-cloud projects involving AWS, GCP and Azure Cloud, as well as various security providers.

- Experienced in Mid-market Corporate, Enterprise and Conglomerate market segments.

- Projects for customers mainly in the retail and manufacturing industry.

- Projects involving large-scale migration to the cloud (DC Exit), modernization, cost optimizations, security enhancements, data warehouse/analytics and GenAI workloads.

- Projects involving customers across the Southeast Asia (SEA) region.