

# Mario Thomas FIoD CDir

*Head of Global Training, Press Spokesperson, Amazon Web Services (AWS)*  
Chartered Director and Fellow of the Institute of Directors (IoD)

## Short Biography (147 words)

Mario Thomas, Head of Global Training at Amazon Web Services (AWS), brings three decades of experience driving operational excellence and revenue growth across global enterprises. At AWS, he leads a worldwide organisation responsible for enabling one of the world's largest technology sales forces during a pivotal era of AI-driven transformation.

Mario has developed and implemented frameworks that accelerate enterprise transformation, including the Business Case Accelerator and AI Stages of Adoption. His work has generated over £2B in enterprise transformation revenue through structured methodologies for cloud and AI adoption.

Prior to AWS, Mario held CEO and board positions where he built and scaled multiple successful businesses. As an AWS Press Spokesperson, he shares insights on enterprise transformation and operational excellence.

A UK Chartered Director with extensive board experience, Mario combines operational leadership with deep expertise in AI, data, and cloud technologies to drive sustainable business transformation at scale.

## Medium Biography (238 words)

Mario Thomas is Head of Global Training at Amazon Web Services (AWS), bringing nearly three decades of experience in driving operational excellence and revenue growth. His career spans enterprise transformation, business development, and board advisory roles across startups, enterprises, and the public sector.

At AWS, Mario leads global operations for training and enablement, managing one of the world's largest technology sales forces during a pivotal era of AI adoption. Since joining Amazon in 2015, he has held progressively senior operational and strategic roles, developing frameworks that have generated over £2B in enterprise transformation revenue.

Mario has been instrumental in developing and operationalising key methodologies including the Business Case Accelerator, Cloud Adoption Framework, and AI Stages of Adoption. These frameworks guide organisations through complex business transformation, enabling sustainable growth through technology innovation.

Beyond AWS, Mario partners with enterprise leaders to define and execute strategies for revenue growth and operational excellence. He speaks regularly at the London School of Economics on their Data Science and AI for Executives program, sharing insights on implementing AI-driven transformation at scale.

Prior to AWS, Mario held CEO and board positions where he successfully built and scaled multiple businesses. His executive and board experience enriches his ability to partner with C-suite leaders, driving measurable business outcomes through strategic innovation.

As an AWS Press Spokesperson and Chartered Director, Mario combines operational leadership with deep expertise in AI, data, and cloud technologies to enable sustainable business transformation.

## Long Biography (479 words)

Mario Thomas is a transformational business leader currently serving as Head of Global Training at Amazon Web Services (AWS). With nearly three decades of experience driving operational excellence and revenue growth across global enterprises, Mario's career progression from software engineer to senior leadership exemplifies his ability to deliver substantial business value through strategic innovation.

At AWS, Mario leads global operations for training and enablement, overseeing one of the world's largest technology sales forces at a pivotal moment in technology history. He defines and executes global operational strategy, including co-authoring the AWS Way of Selling (AWOS) framework. His organisation is responsible for enabling AWS field sellers to articulate value propositions to customer c-level, line-of-business (LOB) leaders, and IT buyers. Since joining Amazon in 2015, Mario has progressed through increasingly senior operational and strategic roles across Professional Services, Business Development, and Field Sales.

Mario's expertise lies at the intersection of operational excellence and business transformation. His deep knowledge of enterprise change management, AI strategy, and data science, combined with extensive operational experience, positions him as a strategic leader adept at driving measurable business outcomes. This unique blend of operational leadership and technical expertise enables him to deliver substantial value through innovation.

Mario has been instrumental in developing and operationalising frameworks that guide organisations through complex transformation. His leadership in developing the Business Case Accelerator (BCA) has generated over £2B in enterprise transformation revenue. He co-authored the Cloud Adoption Framework (CAF), Migration Readiness Assessment (MRA), and Cloud Value Framework (CVF). Most recently, he authored the AI Stages of Adoption (AISA), providing boards with a structured approach to scaling AI adoption across their enterprises.

Mario's impact extends beyond AWS. He partners with enterprise leaders to define and execute strategies for revenue growth and operational excellence. His work is crucial in helping organisations achieve step-change improvements in performance, driving new revenues, and creating sustainable competitive advantages. Through this hands-on approach with customers, he ensures that his insights are always grounded in practical business outcomes. Mario also contributes to academic discourse, speaking regularly at the London School of Economics on their Data Science and AI for Executives program, sharing insights on implementing AI-driven transformation at scale.

Prior to AWS, Mario held CEO and board positions where he successfully built and scaled multiple businesses. In these roles, he demonstrated expertise in operational excellence, change management, and corporate governance. His executive and board experience enriches his ability to partner with C-suite leaders, enabling him to drive transformation at the highest levels of organisations.

As an AWS Press Spokesperson and Chartered Director, Mario combines operational leadership with deep expertise in AI, data, and cloud technologies. He holds a BSc in Software Engineering and is a Data Science alumnus of the London School of Economics, reflecting his commitment to continuous learning and innovation. His extensive experience in delivering measurable business outcomes makes him a trusted advisor in enterprise transformation.

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