

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 (164 words)

Mario Thomas, Head of Global Training at Amazon Web Services (AWS), brings three decades of experience pioneering enterprise transformation frameworks and building teams that drive sustainable growth. At AWS, he develops innovative approaches to AI-driven transformation and leads global teams enabling one of the world's largest technology sales forces.

Mario has developed transformational frameworks including the Business Case Accelerator and AI Stages of Adoption, while building and leading teams that have generated over £2B in enterprise transformation revenue. His unique ability to combine thought leadership with team enablement has established new standards for cloud and AI adoption.

Prior to AWS, Mario held CEO and board positions where he created innovative business models and built high-performing teams to scale them. As an AWS Press Spokesperson, he shares insights on enterprise transformation and operational excellence.

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

Medium Biography (279 words)

Mario Thomas is Head of Global Training at Amazon Web Services (AWS), bringing nearly three decades of experience pioneering transformation methodologies and leading high-performing teams. His career spans developing innovative frameworks for enterprise transformation and building teams to scale them across startups, enterprises, and the public sector.

At AWS, Mario creates transformational frameworks and 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 developed and co-developed groundbreaking methodologies including the Business Case Accelerator, Cloud Adoption Framework, Cloud Value Framework, and AI Stages of Adoption, while building teams that have generated over £2B in enterprise transformation revenue.

His expertise in developing practical frameworks for complex business transformation, combined with his ability to build teams that scale these innovations, enables organisations to achieve sustainable growth through technology. The frameworks and the teams he builds guide organisations through their transformation journeys, from initial strategy through to successful implementation.

Beyond AWS, Mario partners with enterprise leaders to define transformation strategies and build capabilities for execution. 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 pioneered innovative business models and built teams to scale them successfully. His executive and board experience enriches his ability to both develop transformation strategies and enable teams to execute them effectively.

As an AWS Press Spokesperson and Chartered Director, Mario combines thought leadership in AI, data, and cloud technologies with proven ability to build teams that deliver sustainable business transformation.

Long Biography (498 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 pioneering enterprise transformation frameworks and building teams that drive sustainable growth, Mario's career progression demonstrates his ability to innovate and scale through effective leadership.

At AWS, Mario develops transformational methodologies and 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 creates and executes global operational strategy, including co-authoring the AWS Way of Selling (AWOS) framework, while building teams that enable 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 roles, combining thought leadership with operational excellence across Professional Services, Business Development, and Field Sales.

Mario's expertise lies in identifying transformation opportunities and building teams to capture them. His deep knowledge of enterprise change management, AI strategy, and data science, combined with his ability to develop high-performing teams, positions him as a strategic leader who both innovates and enables scale. This unique combination allows him to pioneer new approaches while building teams that deliver substantial value through consistent execution.

Mario has been instrumental in developing frameworks that guide organisations through complex transformation, while building teams to scale their implementation. His approach has generated over £2B in enterprise transformation revenue. He authored the Business Case Accelerator (BCA) and 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, while developing teams to support its global implementation.

Mario's impact extends beyond methodology creation. He partners with enterprise leaders to define transformation strategies and build the capabilities needed to execute them. His work combines innovative approaches to driving step-change improvements with practical frameworks for scaling these improvements across organisations. Through this balanced approach, he ensures that transformational concepts become operational reality. 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 leading AI-driven transformation at scale.

Prior to AWS, Mario held CEO and board positions where he pioneered innovative business models and built successful teams to scale them. In these roles, he demonstrated expertise in

identifying opportunities for transformation, developing practical approaches to capture them, and building teams to deliver sustainable results.

As an AWS Press Spokesperson and Chartered Director, Mario combines thought leadership in AI, data, and cloud technologies with proven ability to build teams that deliver sustainable business transformation. 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 both developing transformation frameworks and building teams to implement them makes him a trusted advisor in enterprise transformation.
