

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 (157 words)

Mario Thomas, Head of Global Training at Amazon Web Services (AWS), brings three decades of experience in technology and business leadership. At AWS, he leads global sales enablement programmes and has held various positions at AWS since 2015. His expertise spans IT transformation, cloud migration, data strategy, and artificial intelligence.

Mario has developed key frameworks for cloud adoption, including the Business Case Accelerator and AI Stages of Adoption. He engages with enterprise leaders on innovation strategies and speaks at the London School of Economics on AI implementation.

Prior to AWS, Mario held executive roles including CEO and board positions, enriching his ability to drive change at the highest levels. As an AWS Principal Speaker, he shares insights on business transformation and cloud adoption.

A UK Chartered Director with a BSc in Software Engineering, Mario's continuous learning and experience in bridging technology and business make him a trusted advisor in business transformation through AI, data, and cloud adoption.

Medium Biography (277 words)

Mario Thomas is the Head of Global Training at Amazon Web Services (AWS), bringing almost thirty years of experience in technology and business leadership. His career spans software engineering, product development, business development, and advisory roles across startups, enterprises, and the public sector.

At AWS, Mario leads a global team responsible for sales enablement programmes. Since joining Amazon in 2015, he has held various positions, expanding his understanding of the technology landscape. His expertise lies in IT transformation, cloud migration, data strategy, and artificial intelligence.

Mario has been instrumental in developing key frameworks for cloud adoption, including the Business Case Accelerator, Cloud Adoption Framework, and AI Stages of Adoption. These contributions reflect his commitment to making advanced technologies accessible to businesses of all sizes.

Beyond AWS, Mario engages with enterprise leaders to define strategies for innovation and technology adoption. He speaks regularly at the London School of Economics on their Data Science and AI for Executives program, sharing insights on AI implementation and organizational transformation.

Prior to AWS, Mario held executive roles including Chief Digital Officer and Chief Executive Officer, as well as non-executive board positions. This experience enriches his engagements with AWS customers, allowing him to communicate effectively with C-suite executives and drive change at the highest levels of organizations.

As an AWS Principal Speaker and Press Spokesperson, Mario often shares insights on business transformation and cloud adoption. He is a UK Chartered Director, a Fellow of the Institute of Directors, and holds a BSc in Software Engineering. His continuous learning and extensive experience in bridging technology and business make him a trusted advisor in the field of business transformation through AI, data, and cloud adoption.

Long Biography (718 words)

Mario Thomas is a seasoned business leader and technologist currently serving as the Head of Global Training at Amazon Web Services (AWS). With almost thirty years of experience spanning start-ups, enterprises, and the public sector, Mario's career began as a software engineer. After working in nearly every area of IT, he moved into product development, business development, professional services, and Board advisory roles, accumulating a wealth of diverse experience that informs his current leadership position.

At AWS, and as Head of Global Training, Mario leads enablement and training of one of the world's largest technology sales forces at one of the most important inflection points in technology history. Mario defines strategy for sales process, methodology, and is co-author of the AWS Way of Selling (AWOS) framework; a sales enablement framework. Mario leads a global team responsible for enabling AWS field sellers to articulate the AWS value proposition to customer c-level, line-of-business (LOB) leaders, and IT buyers. His role is crucial in driving the transformation of sales capabilities and ensuring the continuous growth and development of AWS's field sellers globally. Since joining Amazon in 2015, Mario has held various positions at AWS, including roles in Professional Services, Business Development, and Field Sales, further expanding his already comprehensive understanding of the technology landscape.

Mario's expertise lies at the intersection of technology and business transformation. His deep technical knowledge of IT transformation, cloud migration and modernisation, data strategy, artificial intelligence, and data science, combined with his extensive business experience, positions him as a strategic leader adept at driving innovative business solutions. This unique blend of technical acumen and business savvy allows him to bridge the gap between complex technological concepts and tangible business outcomes.

Mario has been instrumental in developing key frameworks and methodologies that guide organisations through their cloud adoption journey. His leadership in developing the Business Case Accelerator (BCA) underpins AWS's approach to building robust cloud adoption business cases. 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 a framework for Boards to navigate AI adoption in their businesses. These contributions reflect his commitment to making advanced technologies accessible and actionable for businesses of all sizes.

Mario's impact extends beyond AWS. He engages with enterprise leaders to define strategies for innovation, adoption, migration, and modernisation on the AWS cloud. His work is crucial in helping companies realise their full potential through technology adoption, driving new revenues, entering new markets, and defining new product categories. Through this hands-on approach with customers, he ensures that his insights are always grounded in real-world applications and challenges. Mario also contributes to academic discourse, speaking regularly at the London School of Economics on their Data Science and AI for Executives program. In this role, he shares insights on harnessing AI for organisational transformation led from the Board, addressing topics such as navigating AI hype, understanding AI's business value, preparing for AI adoption, and implementing successful AI pilots.

Prior to AWS, Mario held executive roles including Chief Digital Officer (CDO) and Chief Executive Officer (CEO), as well as non-executive roles as an independent Board member. In these positions, he offered his expertise in organisational and digital transformation, change management, people management, and corporate governance. His executive and non-executive board experience enriches his engagements with AWS customers, providing a unique perspective that combines strategic vision with practical implementation. This boardroom experience allows him to communicate effectively with C-suite executives and drive change at the highest levels of organisations.

As an AWS Principal Speaker and Press Spokesperson, Mario is often called upon to share his insights on business transformation and cloud adoption. He is a UK Chartered Director (elected 2006) and a Fellow (elected 2015) of the Institute of Directors. Mario holds a BSc (Hons) in Software Engineering and is a Data Science alumnus of the London School of Economics, underlining his commitment to continuous learning and staying at the forefront of technological advancements.

Mario's extensive experience and proven track record in bridging technology and business make him a trusted adviser and leader in the field of business transformation through AI, data, and cloud adoption. As organisations continue to face complex challenges in the digital age, Mario remains committed to shaping innovative solutions and driving transformative change through technology.
