Mr. Mario Thomas FIoD CDir

AWS Principal Speaker and Press Spokesperson, and Head of the Global Trainer Centre of Excellence, Amazon Web Services (AWS)
Chartered Director and Fellow of the Institute of Directors (IoD)

Very Short Length Biography (90 words)

Mario Thomas serves as the Head of the Global Trainer Centre of Excellence at Amazon Web Services (AWS). With nearly a decade at Amazon, Mario leads a global team that designs, pilots, and scales enablement programs for one of the largest technology sales teams globally.

Certified as an AWS Principal Speaker and Press Spokesperson, Mario is a UK Chartered Director (elected 2006) and a Fellow of the Institute of Directors. He holds a BSc. (Hons) in Software Engineering and is a Data Science alumnus of the London School of Economics.

Short Length Biography (127 words)

Mario Thomas serves as the Head of the Global Trainer Centre of Excellence at Amazon Web Services (AWS). With nearly a decade at Amazon, Mario leads a global team that designs, pilots, and scales enablement programs for one of the largest technology sales teams globally.

Prior to AWS, Mario held executive roles as CDO, CIO, and CEO, offering his expertise in organizational and digital transformation, people management, and corporate governance. His executive and non-executive board experience enriches his engagements with AWS customers.

Certified as an AWS Principal Speaker and Press Spokesperson, Mario is a UK Chartered Director (elected 2006) and a Fellow of the Institute of Directors. He holds a BSc. (Hons) in Software Engineering and is a Data Science alumnus of the London School of Economics.

Medium Length Biography (326 words)

Mario Thomas serves as the Head of the Global Trainer Centre of Excellence at Amazon Web Services (AWS). With nearly a decade at Amazon, Mario leads a global team that designs, pilots, and scales enablement programs for one of the largest technology sales teams globally.

Since joining AWS in 2015, Mario has held roles in Professional Services, Business Development, and Sales, Marketing, and Global Services Operations. His deep experience of IT Transformation, Migration & Modernization, Executive Advisory, and the application of data strategy and artificial intelligence to business outcomes positions him as a strategic leader adept at driving innovative business transformation.

Mario's cross-functional collaborations within AWS include CFO Programs, Cloud Economics, Global Executive Marketing, and Press and Analyst Relations. He leads initiatives that foster thought leadership and develop enablement programs that drive executive and board-led business transformation through AWS adoption.

At the helm of a global organisation, Mario engages with field sellers and line-of-business leaders worldwide, delivering through his team, impactful enablement experiences. His expertise spans sales skills, business acumen, executive presence, data strategy, and generative AI and is scaled through the global team he leads.

A catalyst for customer success, Mario engages with enterprise leaders to define strategies for innovation, adoption, migration, and modernization on the AWS cloud. 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).

Prior to AWS, Mario held executive roles as CDO, CIO, and CEO, offering his expertise in organizational and digital transformation, people management, and corporate governance. His executive and non-executive board experience enriches his engagements with AWS customers.

Certified as an AWS Principal Speaker and Press Spokesperson, Mario is a UK Chartered Director (elected 2006) and a Fellow of the Institute of Directors. He holds a BSc. (Hons) in Software Engineering and is a Data Science alumnus of the London School of Economics.

Long Biography (581 words)

Mario Thomas serves as the Head of the Global Trainer Centre of Excellence at Amazon Web Services (AWS). With nearly a decade at Amazon, Mario leads a global team that designs, pilots, and scales enablement programs for one of the largest technology sales teams in the world. His role is pivotal in driving the transformation of sales capabilities and ensuring the continuous growth and development of AWS's sales force.

Since joining AWS in 2015, Mario has held various roles in Professional Services, Business Development, and Sales, Marketing, and Global Services Operations. His deep expertise in IT Transformation, Migration & Modernization, Executive Advisory, and the application of data strategy and artificial intelligence to business outcomes coupled with his experience as a company Director positions him as a strategic leader adept at driving innovative business transformation. His background enables him to craft and execute strategies that leverage technology to solve complex business challenges.

Mario's cross-functional collaborations within AWS include working with CFO Programs, Cloud Economics, Global Executive Marketing, and Press and Analyst Relations. He leads initiatives that foster thought leadership and develop enablement programs that drive executive and board-led business transformation through AWS adoption. His efforts ensure that the AWS value proposition is clearly articulated to executive stakeholders at AWS's customers.

At the helm of a global organization, Mario engages with field sellers and line-of-business leaders worldwide, delivering impactful enablement experiences through his team. His expertise spans sales skills, business acumen, executive presence, data strategy, and generative AI, which are scaled globally through the team he leads. Mario's hands-on approach and strategic oversight ensure that AWS's sales teams are equipped to meet and exceed their targets.

Mario works with AWS customers to achieve transformative business outcomes, including driving new revenues, entering new markets, and defining new product categories. He helps businesses delight, excite, and become more intimate with their customers, reduce waste through increased operational excellence, mitigate risk, and strive to responsibly transform their operations. His work is crucial in helping companies realize their full potential through the adoption of technology.

A catalyst for customer success, Mario engages with enterprise leaders to define strategies for innovation, adoption, migration, and modernization on the AWS cloud. 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), which are instrumental in guiding organizations through their cloud journey.

Prior to AWS, Mario held executive roles as CDO, CIO, and CEO, offering his expertise in organizational and digital transformation, 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.

Specializing in business and organizational transformation via the cloud, Mario collaborates with Boards and senior executives to enhance organizational capabilities, driving business objectives and outcomes. With over 25 years of experience, Mario has partnered with boards and senior executives at global enterprises, SMEs, and startups, directing complex business transformation and innovation strategies realized through technology, particularly the cloud.

Certified as an AWS Principal Speaker and Press Spokesperson, Mario is a UK Chartered Director (elected 2006) and a Fellow of the Institute of Directors. He holds a BSc. (Hons) in Software Engineering and is a Data Science

alumnus of the London School of Economics. Mario's extensive experience and proven track record make him a trusted advisor and leader in the field of business transformation and cloud adoption.

Personal
Mario primarily lives in the UK and holds dual UK and Cypriot (EU) citizenship.
More information about Mario can be found at: https://mariothomas.com

Links
Links to articles, Tweets, podcasts, videos, and other media featuring Mario Thomas.

2024
April
The Executives Guide to Generative AI
- https://www.raconteur.net/insights/the-executives-guide-to-generative-ai

2023
September
The Executives Guide to the Digital Workplace
- https://aws.amazon.com/campaigns/executive-leaders-uk-ie/resources/guide-to-the-digital-workplace/

2022
August
CFO Magazine (Netherlands)
- https://cfo.nl/artikel/de-cfo-is-onmisbaar-in-de-cloudtransformatie

2021
IDC Multicloud
- Benelux - https://www.youtube.com/watch?v=m8zCOcy2IaQ

Reinventing without a Roadmap Research Coverage in EMEA (Continuing coverage)
- https://aws.amazon.com/campaigns/uk-enterprise-executive-leaders/dont-take-your-foot-off-the-gas/
- https://www.iod.com/chartered-director/news/articles/reinventing-without-a-roadmap-why-now-is-not-the-time-to-take-your-foot-off-the-gas---mario-thomas-cdir
- https://www.journaldunet.com/web-tech/cloud/1503611-les-entreprises-doivent-continuer-a-se-reinventer-post-pandemie/
- https://www.tahawultech.com/features/reinventing-without-a-roadmap-why-now-is-not-the-time-to-take-your-foot-off-the-gas/amp/
- https://digitaleweltmagazin.de/2021/09/06/neu-erfinden-ohne-roadmap-den-wandel-weiter-vorantreiben/
- https://executivedigest.sapo.pt/reinventar-sem-um-plano-porque-nao-e-agora-o-momento-de-tirar-o-pe-do-acelerador/
- https://arabic.arabianbusiness.com/content/409671-أهمية-تسريع-عجلة-الابتكار-والتحول-لتعزيز-المرونة-والقدرة-على-مواكبة-التغيرات
- https://www.al-madina.com/article/747845-الإقتصاد/جائحة-كورونا-حافز-لتسريع-عجلة-الابتكار-والتحول-لتعزيز-المرونة-والقدرة-على-مواكبة-التغيرات

AWS Summit Online
- Benchmark Your Cloud Maturity: A Best Practices Framework (presented with VMware) [Video link to follow]
- How to Win the Race to AI/ML (presented with Intel) [Video link to follow]

January
- https://aws.amazon.com/executive-insights/customers/nationwide-director-cloud-optimization-services-joe-daly/

2020
November
- https://aws.amazon.com/executive-insights/podcast/
- https://podcasts.apple.com/gb/podcast/58-art-possible-cloud-financial-management-at-nationwide/id1482820161
- https://tunein.com/podcasts/Podcasts/AWS---Conversations-with-Leaders-p1255601/

October
- https://techmonitor.ai/cloud/applications/planning-a-cloud-migration-tco

2019
December
- https://twitter.com/TechNative/status/1201504793254084615

October
- https://www.siliconexion.com/when-planning-a-server-migration-what-do-you-need-to-take-into-account/

August
- https://www.retail-week.com/tech/analysis-the-retailers-that-became-tech-titans/7032808.article?authent=1

June
- https://www.theedgemarkets.com/article/ai-techpowered-personalised-experiences-new-normal

May
- https://www.idgconnect.com/article/3578298/rocket-to-the-cloud-aws-on-migration-strategy-and-serverless-architectures.html

January
- https://www.gartner.com/en/documents/3899078/mario-thomas-amazon-web-services-fmrb-presentation-janua

2018
October
- https://morpheusdata.com/cloud-blog/six-ways-to-ensure-you-re-conserving-your-cloud-resources/

June
- https://www.brighttalk.com/webcast/9019/327187/building-a-business-case-for-aws
- https://www.slideshare.net/AmazonWebServices/building-the-business-case-for-aws-99761363

2017
November
- https://www.zdnet.com/article/cloud-computing-how-to-build-a-business-case/
- https://www.youtube.com/watch?v=cK0vjQTvy4Q
- https://assets1.dxc.technology/cloud/downloads/Migrating-to-AWS-What-is-your-Verdict-DXC-Technology.pdf?elqTrackId=26035b08df2f415bac500babf1a1397b&elqaid=2964&elqat=2
- https://hostingjournalist.com/aws-transformation-day-london-building-the-business-case-for-aws/

July
- https://www.iod.com/awsinsights

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November
- https://www.youtube.com/watch?v=K5OXIz4fdg0
- https://www.techrepublic.com/article/5-steps-for-a-successful-large-scale-cloud-migration-to-aws/

September
- https://www.slideshare.net/AmazonWebServices/aws-enterprise-summit-netherlands-cost-optimisation-at-scale

July
- https://www.iod.com/awsinsights