

GM

Gregory Morris

Solution Architect

Solution Architect with 8 years designing cloud-native platforms across financial services and SaaS. Translate business goals into reference architectures, lead pre-sales technical wins, and partner with engineering on phased rollouts that hold up in production.

CONTACT INFORMATION

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KEY SKILLS

- AWS (EKS, Lambda, EventBridge, RDS)
- Azure (Synapse, AKS, Functions)
- Terraform, CloudFormation
- Microservices and event-driven design
- Pre-sales scoping and SOW authoring
- Architecture review boards
- HIPAA, SOC 2, PCI control mapping
- Stakeholder workshops and discovery
- Python, Java, SQL

PROFESSIONAL EXPERIENCE

SENIOR SOLUTION ARCHITECT | NORTHWIND CLOUD SERVICES, RALEIGH, NC 2021 – PRESENT

- Owned end-to-end architecture for 14 enterprise migrations to AWS, retiring on-prem hardware and trimming annual infrastructure spend by \$2.3M
- Authored the firm's microservices reference pattern (EKS, API Gateway, EventBridge) now adopted by 9 of 11 product squads
- Co-led pre-sales with account executives on deals ranging \$400K to \$1.8M ARR, contributing technical scoping for the largest renewal of FY23
- Coached 6 mid-level engineers through architecture review board submissions; 5 passed on first attempt
- Cut average integration timeline from roughly 16 weeks to 9 by introducing a templated landing zone

SOLUTION ARCHITECT | HALCYON DATA SYSTEMS, DURHAM, NC 2018 – 2021

- Designed multi-tenant data ingestion pipeline on Azure Synapse processing close to 4 TB daily for a regional health insurer
- Ran discovery workshops with 20+ client stakeholders, producing target-state diagrams used in board-level funding decisions
- Standardized the team's RFP response kit, shortening turnaround from two weeks to four days
- Partnered with security to map controls to HIPAA and SOC 2 requirements before each go-live

SYSTEMS ENGINEER | BEACON FEDERAL CREDIT UNION, CARY, NC 2016 – 2018

- Built ETL jobs in SSIS feeding the member analytics warehouse used by marketing and risk teams
- Replaced nightly batch reconciliation with a near-real-time stream, cutting end-of-day close by about 90 minutes
- Supported core banking upgrade weekend with zero member-facing downtime

EDUCATION

B.S. Computer Science, North Carolina State University, 2016

AWS Certified Solutions Architect - Professional, 2022