



Contact Details

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 linkedin.com/in/dgallitelli/

Skills

- Generative AI Architecture
- Generative AI Frameworks
- GTM strategy
- Agentic AI
- AWS AI/ML Services

Soft Skills

- Customer Trusted Advisor
- Public Speaking
- Community Leadership
- Strategic Thinking
- Cross-Functional Collaboration
- Tech Evangelism
- Change Management
- Problem-Solving

Languages

Italian

English

French

Spanish

Professional Summary

Senior AI/ML leader with 7+ years at AWS, driving global adoption of Generative AI and Agentic AI solutions through strategic go-to-market initiatives, product roadmap influence, and scalable cloud-native architectures. Recognized for translating complex business challenges into innovative, high-impact solutions, and for delivering thought leadership through global workshops, public speaking, and technical content. Combining deep technical expertise with strategic execution, I am seeking to apply my skills in a senior Solutions Architecture, Product Management, or Technical Evangelism role to accelerate AI-driven innovation and customer success.

Work Experience

- Senior Specialist Solutions Architect GenAI/ML

Feb 2021 - Present

Amazon Web Services

 - Currently owning the Go-To-Market (GTM) motion for **Agentic AI on Amazon SageMaker**, driving strategy and contributing to the product roadmap with customer feedback, contributing to open-source frameworks, and creating sales playbook and technical assets to support the sales organization in increasing the market reach.
 - Led a **community of 100 Low-Code/No-Code ML Champions** worldwide, supporting global opportunities. Worked with the Service Team for Amazon SageMaker Canvas, AWS's top LCNC ML tool, on prioritizing items for the product roadmap and supported key Canvas' customers worldwide. Created four public-facing workshops and authored dozens of AWS ML blogs, advancing thought leadership and community adoption.
 - Architected complex AI-driven solutions** for customers of the top AWS customers, and presented results achieved with them during public-facing events such as AWS Summits and AWS re:Invent conference.
- Solutions Architect

Jul 2018 - Feb 2021

Amazon Web Services

Education

- MSc Computer Engineering - Double Degree

Oct 2017 - Apr 2019

Politecnico di Torino / Telecom ParisTech
- BSc Computer Engineering

Oct 2014 - Sep 2017

Politecnico di Bari