

BRUCE BROWN

CANDIDATE FOR STRATEGIC ADVISOR

Executive Biography



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[LinkedIn Profile](#)

Areas of Influence

STRATEGIC VISION

BUSINESS DEVELOPMENT

IT BLUEPRINTING &
OPERATIONS MANAGEMENT

REGULATIONS
DOCUMENTATION

SYSTEMS DEVELOPMENT,
LIFECYCLES, & DELIVERIES

VENDORS & OUTSOURCING

PROGRAM/PROJECT
PLANNING & MANAGEMENT

NETWORK ADMINISTRATION

BUDGETING & RESOURCES

SLA/P&L ACCOUNTABILITY

REMOTE/ONSITE
CONSULTING

RISK, COST, & ROI ANALYSIS

IT & DATA CENTER
TRANSFORMATION

DEVOPS/DEVSECOPS

CLOUD COMPUTING

REVENUE GROWTH

Bruce Brown is a highly motivated and experienced IT Business Strategy Director with a rich history of executing initiatives that yield high ROI, maximize competitive growth, and boost operational efficiency. He regularly translates goals into action plans, leveraging technology and financial resources to adapt to changing business requirements. What's more, Bruce brings a unique ability to discern the bigger picture—allowing him to see beyond immediate details, understand the broader context, and define clear objectives that effectively guide strategy execution. As a bold decision maker and analytical thinker, he has successfully enhanced performance, effectiveness, and customer experiences for numerous organizations.

Bruce recognizes that effective leadership is not just about authority; it's about empowering and inspiring others to ask questions, start conversations, and share ideas—unleashing collective success and a brighter organizational future. He harnesses this understanding to actively prioritize employee engagement and enablement, assembling extraordinarily ambitious, high-performance teams that create lasting value for stakeholders.

In his most recent role as Principal Technical Business Development Manager for Amazon Web Services' AML (Application Modernization Lab) Program, he acts as a trusted advisor and subject matter expert, analyzing customer needs to determine how the program could not only fulfill those needs but also enhance how the business operates altogether. In doing so, Bruce has successfully enabled customers to modernize and improve workloads through open platforms and cloud storage services, resulting in increased data program outreach, reduced costs, expanded use cases, and company growth.

Bruce's transformational leadership career includes serving as a Technology Business Development Executive of Portfolio & Consulting Services at Kyndryl, where he coordinated with senior sales executives and relationship managers to identify new service opportunities, provide clients with complex infrastructure services, and advise C-Suite teams through high-impact decisions—making certain that guidance was tailored effectively and in alignment with the company's values and ethical standards.

Furthermore, he served IBM—the largest industrial research organization in the world—as a Technology Business Development Executive of Global Technology Services, where he pursued complex multi-million-dollar deals across all market segments and restructured both collaborative and new deal intake processes. Earlier in his tenure at IBM, Bruce held the title of Technology Business Development Executive of Dynamic Hybrid Cloud Solutioning, where he automated processes and workflows, spearheaded configurations, transitions, and technology implementations, and devised cloud computing strategies that drastically transformed the organization's infrastructure outsourcing. He also excelled in various roles at major tech giants including Microsoft, Cognizant Technology Solutions, Ciber Global, Accenture, SiteLite, and Sprint Telecommunications Corporation.