

# Siva Panduranga Rao Sadhu

**Product and Engineering Leader | Multi-Tenant SaaS and Applied AI | ex-AWS ISV Partner SA**

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I own product and engineering together. At Synchron I held both: architecture, roadmap, requirements and release management for the company's first cloud-native product, and the engineering team that built it, grown from one engineer to twelve. Six years at AWS then put me inside how 50+ software companies scale, working with their CTOs and product leaders on architecture, delivery and adoption, enhancing their products and value propositions. Since January I have shipped two systems for an international nonprofit, both live, and separately built a working prototype of a governed agent layer with tool controls, human approvals and full audit trails.

## SELECTED RESULTS

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- **Built the Synchron engineering team from 1 to 12** while shipping V1 in 12 months; onboarding went from days to minutes.
- **Shipped and live:** two systems for an international nonprofit, both in production. Separately built a working prototype of a governed agent layer with tool controls, human approvals and full audit trails.
- **50+ software companies** whose engineering and product leadership I worked with over 6+ years at AWS; the reusable templates from the programme I co-designed were adopted by architects across the EMEA team.

## CORE SKILLS

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**Leadership:** Combined product and engineering ownership, hiring, coaching and performance development, team design and growth across distributed teams, delivery and release discipline, engineering standards and quality, reliability and technical debt as ongoing work, technical escalation ownership, roadmap and prioritisation, influence without formal authority, mentoring senior ICs

**Technical:** Multi-tenant SaaS, event-driven microservices, serverless, containers and Kubernetes, integration and API design, platform engineering, infrastructure as code, CI/CD and DevOps practice, observability, cloud security, FinOps and unit economics

**AI:** Agentic systems, LLM orchestration, RAG, evaluation and guardrails, AI governance, Responsible AI, GDPR and EU AI Act, AI-assisted development practice

## EXPERIENCE

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### **Product & Solutions Architect • Wolkn Minds** *Almere, NL Jan 2026 to Present*

- Designed, built and operate two systems for an international nonprofit, using AI-assisted engineering: a learning platform with student and teacher portals, attendance and gamified assessments, and an event management system. Both live, the learning platform in a Netherlands pilot with rollout planned across 14 countries.
- Built a working prototype of a governed agentic layer in Python and TypeScript with Claude Code: agents act only through an approved tool registry, a policy engine enforces four autonomy levels with human approval on sensitive actions, every action is audited, and consent is checked before outbound messages. Designed with EU AI Act obligations and responsible-AI principles in mind.
- Own it end to end: product decisions, architecture, delivery and operations, with AI coding agents as the implementation layer and all shipped code reviewed by me.

### **Senior Partner Solutions Architect, SaaS and AI • Amazon Web Services (AWS)** *Amsterdam Nov 2024 to Dec 2025*

- Member of AWS SaaS Factory's global technical architecture team, the AWS program that helps software companies build, migrate and scale SaaS and GenAI businesses. I covered EMEA, and contributed a security fix to the open-source AWS SaaS Builder Toolkit.
- An enterprise SaaS company could not see tenant-level consumption against customer contracts. I built the cost-per-tenant analysis that exposed the overages: a six-figure expansion and early-renewal pipeline, and their CTO and VP of Revenue Operations sponsored a follow-on observability engagement. Their team went on to implement it.
- Advised CTOs, CPOs and VPs of Product at enterprise ISVs on SaaS transformation, agentic AI and unit economics; ran C-level workshops converting objectives into prioritised roadmaps.
- Advised enterprise ISVs on agentic-AI architectures spanning LLM orchestration, tool use and multi-tenant isolation, and developed reusable reference patterns for partner implementations.

### **Senior Partner Solutions Architect • Amazon Web Services (AWS)** *Amsterdam Aug 2019 to Nov 2024*

- Co-designed the partner technical programme covering discovery, architecture review, onboarding and portfolio management. The reusable discovery, architecture-review and onboarding templates were adopted by architects across the EMEA team.
- Advised product and engineering leadership at 50+ ISV partners through growth: architecture under load, delivery velocity, GenAI adoption and marketplace scale.
- At the time, Amazon Lex lacked Dutch-language support for contact-centre use cases. I led the technical work with Amazon Connect SAs to integrate a conversational AI ISV, take them through Connect Partner approval and enable EMEA

and APJ financial-services teams. Working alongside my partner development counterpart on the commercial relationship with a Big 4 integrator, the resulting proposition contributed to a multi-year, eight-figure public sector win.

- Redesigned SaaS partner onboarding for self-service activation so customers reached value faster: time-to-value went from days to hours.
- Mentored colleagues, ran 8 hiring screens and contributed promotion feedback for peers. 20+ talks including AWS re:Invent. Award: You Will Never Walk Alone, AWS EMEA ISV Leadership (2022).

#### **Senior Software Engineer • DAZN** *Amsterdam Feb 2019 to Aug 2019*

- Owned critical-path production services for sign-in, account management, device registration, and session handling on a live sports streaming platform at 5M+ subscriber scale; testing and observability kept behaviour predictable under live-match traffic spikes.

#### **Associate Software Architect to Software Architect • Synchron** *Bengaluru, IN May 2016 to Dec 2018*

- Recruited to create the company's first cloud-native product with no team, no platform and no playbook. Owned architecture, roadmap, requirements and release management; shipped V1 in 12 months on a monthly release cadence.
- Built and led the engineering team from 1 to 12: hiring, coaching, sprint leadership and delivery. Introduced Terraform, CI/CD and DevOps practice, and ran reliability and technical debt as ongoing work rather than stop-the-line projects.

### **EARLIER EXPERIENCE**

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- Tech Lead, Capillary Technologies (Oct 2015 to Mar 2016), Bengaluru: led the engineering team behind the loyalty module of a cloud customer-engagement and analytics platform used by retail brands; shaped the microservices architecture and worked with product managers to turn customer needs into technical plans.
- Java Architect, Vera Security, acquired by Fortra (Feb to Sep 2015), Bengaluru: led the build-out of an agentless document-security system end to end; hardened web applications against critical vulnerabilities, streamlined on-premises enterprise deployments, and built internal tooling that cut feature development time by 20%+.
- Architect and Engineering Manager, Pramati Technologies / Imaginea unit (Mar 2010 to Feb 2015), Hyderabad: progressed from Development Engineer to Principal Engineer to Architect. Defined the architecture and led engineering for a collaborative analytics platform deployed at Fortune 100 customers; migrated on-premises infrastructure to AWS and introduced a managed on-prem model with Docker and SaltStack; enforced OWASP Top 10 standards. Award of Excellence (2012).
- Software Engineer, 3i Infotech (Oct 2007 to Feb 2010), Mumbai: customised core lending modules for a major financial institution, tuned WebSphere performance, and built a reusable reporting framework adopted by other teams.

### **PUBLICATIONS AND SPEAKING**

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- 6 posts on the AWS Partner Network blog covering SaaS observability (Epsagon), security posture (Axonius, Solvo), cost optimisation (Zesty), and disaster recovery (CloudEndure).
- 20+ global talks, reaching thousands of customers, including 'Innovate Together with AWS as a Software Partner' (AWS Partner Summit London, 2023), AWS re:Invent, AWS Summit Amsterdam (2025), SaaS Factory events and AWS Partner Dev Days, plus joint workshops, hands-on labs and webinars with partners including Neo4j, Kong, Wiz and Epsagon.
- Built and published an AWS Quick Start for a streaming DataOps platform in collaboration with the Amazon MSK team.

### **CERTIFICATIONS AND EDUCATION**

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- AWS Certified AI Practitioner (2025); AWS Certified Solutions Architect, Professional (2023).
- B.Tech in Information Technology, CVR College of Engineering (JNTU), Hyderabad.