

CAMERON JONES

Enterprise AI Solutions Architect | Agent Engineering, Technical Sales & Delivery

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Enterprise AI Solutions Architect at IBM who owns technical outcomes from the first sales call through production delivery. Co-architects and prices enterprise pursuits, builds agent systems, and works directly with client engineering and leadership teams on adoption. Designed the application-intake automation and scoring pipeline used by eight delivery pods; deploys Copilot Studio agents and Azure AI Foundry; and builds a governed per-user agent platform. Brings 25 years of experience shipping and operating production infrastructure across SRE, security, networking, cloud, and a Linux hosting company founded and grown through acquisition.

TECHNICAL SKILLS

AI & Agent Engineering: Python, Anthropic Claude API, Azure OpenAI, Azure AI Foundry, Copilot Studio, multi-step agent workflows, orchestration & tool/function design, typed contracts & structured output, bounded failure handling, MCP-style plugin architecture, RAG & semantic search, eval harnesses & promotion gates, observability, guardrails, human-in-the-loop governance

Production AI Platforms: Multi-provider model routing (LiteLLM, OpenRouter, Fireworks), secure single-tenant agent deployment, private networking, zero public ingress, identity, OAuth brokering, per-user secrets management, governance-aligned inference

Cloud, DevOps & SRE: Azure, AWS, GCP, OCI, Terraform, Bicep, GitHub Actions, Jenkins, Docker, Kubernetes/K3s, CI/CD, monitoring/observability, Linux; App Services, Functions, AKS, Container Apps, Entra ID, Key Vault, Policy

Data & Security: PostgreSQL/pgvector, DuckDB, Snowflake, Microsoft Fabric, Power BI, Azure SQL, Microsoft Sentinel, Defender for Cloud, zero trust, FedRAMP, NIST, PCI-DSS, ISO 27001, SOC

SELECTED OPEN SOURCE

agent-cockpit: Repo-native control plane for agentic software delivery | **structured-output-agent:** Schema-enforced runtime with bounded recovery and typed tool contracts | **incident-response-agent:** Evidence-driven, human-approved remediation with expiring authority and audit trails | **llm-dyno:** Reproducible evaluation harness for OpenAI-compatible endpoints

CERTIFICATIONS

Anthropic Claude Certified Architect – Foundations (CCA-F), 2026 | Azure Solutions Architect Expert | Cybersecurity Architect Expert | DevOps Engineer Expert | Azure Security Engineer Associate | Azure Administrator Associate | Azure Fundamentals

EXPERIENCE

Solutions Architect | IBM — Remote

Nov 2023 – Present

Technical lead on enterprise and government modernization and AI adoption programs. Joined via Neudesic, an IBM company, as Principal Consultant; promoted into solutions architecture with sales responsibility; title now Solutions Architect under IBM.

- **Own the technical win from pursuit through delivery**, partnering with client executives, engineering leaders, and account teams to define the solution, team composition, pricing, LOE, and proposal; carry annual signings and recurring-revenue targets while remaining hands-on as a delivery lead and builder
- Designed and built an **application-intake automation and deterministic scoring pipeline** as a delivery program scaled from a solo architect to 50–75 engineers: scans client environments and GitHub repositories, maps dependencies, sizes applications, generates architecture diagrams and documentation, produces sprint plans, and pushes work into Jira; eight delivery pods now produce consistent assessment artifacts from one encoded methodology
- **Deploy Copilot Studio agents and lead Azure AI Foundry adoption** for enterprise clients, including a delivery-intelligence agent suite that gives project managers and technical product owners live visibility across Power BI and enterprise data sources, with ServiceNow and custom-system actions added behind approval points
- Build and operate an internal **per-user agent appliance platform** as cloud-hosted containers: Terraform landing zones, hardened private networking with zero public ingress, IdP-integrated access, OAuth-brokered service connectivity with per-user key vaults, and governance-aligned inference
- Turned around a state-government healthcare decision-support platform 90 days from launch with no production readiness: built per-user identity, Azure Monitor/Log Analytics/Sentinel telemetry, disaster recovery, and multi-region failover across Azure and Snowflake, delivering a tested operating model that **passed audit against FedRAMP and MARS-E expectations**
- Drove migration of 100+ legacy applications to cloud in under six months, coordinating eight delivery pods and approximately 50 engineers; also led solution design and initial delivery of a greenfield Azure disaster-recovery landing zone for a publicly traded utility

Senior Cyber Security Engineer | Fincantieri Marine Group (Contract)

Aug 2023 – Nov 2023

- Security architecture assessment and compliance gap analysis for defense-sector shipbuilding across cloud and on-premises environments

Site Reliability Engineer / Sr. Infrastructure Engineer | Octolayer, Inc (Virtuoso Travel)

Dec 2014 – Jul 2023

Founded and operated an infrastructure consultancy; Virtuoso Travel and Sabey Data Centers were anchor clients. Sole infrastructure engineer for a global luxury travel network, owning its datacenter-to-Azure migration and production operations for more than eight years.

- Executed a full datacenter-to-Azure migration of 200+ VMs across compute, storage, networking, App Services, and ExpressRoute; codified infrastructure in Bicep and ARM and optimized cost with Reserved Instances
- Designed multi-subscription hub-and-spoke networking; built CI/CD in Jenkins and Azure DevOps; operated MS-SQL high-availability clusters and production monitoring

Principal Network Architect | Sabey Data Centers (IGX), via Octolayer

May 2012 – Dec 2014

- Sole architect for a national datacenter provider's multi-region connectivity platform: greenfield L2/L3 network with BGP, OSPF, MPLS, and carrier interconnects; architecture consulting for university and enterprise clients

Principal Network Engineer | Endurance International Group

Aug 2010 – May 2012

- Ran network engineering for a major public web hosting provider: operated AS29873 across routing, peering, transit, and capacity planning; F5 load balancing across more than one million backend domains

President / Co-Founder | Spry.com / VPSLink.com

2003 – 2010

Co-founded a Linux VPS hosting company and grew it from zero revenue through acquisition.

- Engineered the hosting platform end-to-end and operated AS31898; owned product, pricing, vendor negotiation, and customer acquisition; negotiated and closed the sale, then directed post-acquisition infrastructure operations as VP, Technical Operations

EARLIER CAREER

Network Architect, Cascadeo (2012–2013) | Core Systems Engineer, HostPro (2000–2003) | Sr. Systems Administrator, Freedom-Nation.com (1999–2000) | Systems Engineer, Ispi.com (1998–1999) | Operations Support Specialist, Alltel (1995–1998)