

# WAYNE BROWN

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## SUMMARY

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14 years building at the intersection of platform and partner. I've shipped AI agents, Copilot plugins, reference architectures, and demo systems used by hundreds of engineers – at Cisco, Splunk, and Atlassian, with partners ranging from global SIs to Microsoft and AWS.

I don't just advise partners on what to build. I build it with them.

## EXPERIENCE

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### Senior Partner Solutions Architect - Atlassian Platform

Aug 2025 - Present

Atlassian · Remote

Partner Solutions Architect for Isos Technology and Adaptavist – with broader contributions to ecosystem standards, AI tooling, and partner enablement adopted across the global PSA org.

- Delivered "Office Hours with Atlassian" at PwC covering Rovo agent architecture, Teamwork Graph, and AI code generation; the PwC partner lead called it "one of the most impactful sessions we've had to date."
- Selected as speaker at Partner Accelerate '26 (Atlassian's flagship partner conference), delivering "The Agentic Edge" to ~75 partner practitioners – a session on agentic AI for partner-led enterprise implementations.
- Presented "Forge & AI" and "Vertical Solutions" at Isos Technology's Sales Kickoff, enabling their full sales organization on Atlassian's AI platform.
- Led Isos Technology's Clinical Trial Management solution from whiteboard to market – architecture, sales collateral, and partner channel launch; ~30 qualified customers identified at launch.
- Built the Atlassian Well-Architected Framework Assessment Template (iterated to v26.02) and Partner Solutions Template – adopted as the standard assessment and publication framework across Atlassian's global Partner Solutions Architect org (~30 people).
- Developed a Rovo AI agent to automate partner solution assessments against the AWAF checklist – deployed and in active use across the global PSA org.
- Created Rovo + Forge reference architecture documentation (system overviews, Context-Right App patterns, AI Studio component diagrams) adopted by partner architects and internal SAs.
- Provided technical deal support across major enterprise accounts: Palo Alto Networks, Cloudflare, Bloomberg, CMS (\$2.32M / 41K seats), Amex GBT, CrowdStrike, Regeneron.
- Brought in directly by partners to unblock critical escalations – coordinated across Atlassian engineering, partner delivery, and customer stakeholders on engagements including Adaptavist (Uber) and Isos (StoneX).
- Acted as the voice of partner builders into Atlassian engineering, surfacing real blockers around LLM integration patterns, data residency requirements, and Forge runtime limits before they killed deals.

### Global Partner Technical Manager

Sep 2024 - Aug 2025

Splunk · Remote

Technical lead for Splunk's Microsoft Azure partnership, following Cisco's acquisition of Splunk.

- Designed and developed a Splunk plugin for Microsoft Security Copilot, enabling natural language queries against Splunk installations from within the Copilot interface.
- Served as primary technical point of contact in brokering the Splunk-Microsoft partnership for a new add-on to ingest data from Microsoft Edge for Business.

## AppDynamics (Cisco) · Jun 2018 - Sep 2024

### SE Team Lead, FSO Platform Development Partner Onboarding

Nov 2023 - Sep 2024

- Owned the global enablement strategy and solution architecture for ISV partners building on Cisco Observability Platform.
- Onboarded 30+ partner-built solutions into the Cisco Observability Platform ecosystem.
- Managed EMEA-based solutions engineers supporting day-to-day ISV partner enablement.

### Sales Engineer Manager, AMER Elite Partners

Oct 2022 - Nov 2023

- Managed the SE team covering Cisco's most strategic channel partners; team exceeded new and renewal sales quotas in FY23.
- Built a security-focused demo within Cisco's demo platform to showcase Cisco Secure Application across the broader Cisco ecosystem.

### Cloud Channel Solutions Engineers Team Lead

Oct 2021 - Oct 2022

- Partnered with AWS product and engineering to validate AppDynamics monitoring for Lambda functions deployed as Docker containers, driving the joint GTM effort.
- Served as technical lead at Cisco Live for three consecutive years, earning Distinguished Speaker recognition.
- Developed and delivered Cisco Full-Stack Observability workshops with regional partner engineers.

### Global Azure Lead Solutions Engineer, Cloud Channels

Mar - Nov 2021

- Drove the AppDynamics technical workstream for the Microsoft partnership that made AppDynamics available within Azure Spring Cloud.
- Owned GTM strategy for Azure-focused cloud-native and serverless initiatives across sales, product, and product marketing.

### Demo Architect & Senior Solutions Engineer

Jun 2018 - Mar 2021

- Built demo assets used by 200+ SEs worldwide, including applications, recordings, and documentation for customer scenarios.
- Developed AWS and Azure serverless monitoring workshop content; delivered at industry and partner events.

### Demo Architect

Aug 2012 - Jul 2018

Oracle · Remote

- Supported 150+ sales consultants and solutions engineers with reusable demo assets, integration prototypes, and product extensions across global regions.
- Built connected car demo integrating Oracle Service Cloud and Oracle IoT Cloud Service, delivered at Oracle OpenWorld and GM Geek Week.
- Prototyped integrations between Oracle's CX SaaS suite and the Pepper humanoid robot, spanning knowledge management, CPQ, marketing, and commerce.

## AWARDS & RECOGNITION

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- 2024 Distinguished CS Alumnus of the Year, Mississippi College
- Splunk Global Partner Team Rising Star, FY25 Stub Quarter
- FY16 Solutions Consulting MVP
- Q1 FY18 Transformation Award
- FY19 Top Performer – Sales Strategy & Enablement
- Cisco FY21 Achiever
- FY22 Q3 AppDynamics SE of the Quarter: Cloud & Cross-Architecture

## CERTIFICATIONS

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- Microsoft Certified: Azure Fundamentals
- The Extraordinary Presenter
- Atlassian Certified Agile DevOps Specialist
- Atlassian Certified Teamwork Collection Specialist

## EDUCATION

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### M.S., Computer Science

Mississippi College · 2006

### B.S., Computer Science

Mississippi College · 2002