Max Greenberg

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Amazon Web Services, Washington, D.C. and New York City, NY   December, 2021—Present

Technical Customer Solutions Manager │ Sales & Technical Account Ownership │Federal Civilian & Regulated Enterprise Customers

- **Certifications: AWS Certified Machine Learning Engineer – Associate; AWS Certified Solutions Architect – Associate**
- Own end-to-end customer success, technical adoption, and strategic execution for hyperscale cloud and AI-driven engagements, acting as single-threaded delivery owner for across multi-year enterprise cloud transformation programs.

Selected Achievements & Impact

- Led executive-level cloud transformation strategic planning sessions for complex federal IT portfolios, across Department of Energy, NNSA, and Department of State enterprise, multi-cloud aware customers. Served as Interim USAID Account Lead. Responsible for account strategy and planning, stakeholder management, pipeline development, and executive engagement. Shaped sales pipelines, secured AWS investment (MAP credits) and engaged SES-level stakeholders to accelerate deal progression across multi-year enterprise transformation programs.
- Drove post-sales and expansion motions for high growth federal civilian accounts. Developed and delivered a 5-year, $72M cloud migration and data center exit business case for SES-level stakeholders, quantifying $18M in projected savings and securing executive alignment for enterprise modernization.
- Led cross-functional design and delivery of machine learning and GenAI-enabled workloads in highly regulated federal nuclear power environment including data ingestion pipelines, model inference, security controls, governance frameworks, and operational readiness. Proactively identified technical risks, adoption blockers, and operational gaps before they impacted delivery timelines or customer trust.
- Architected and implemented an Enterprise Internet of Things Platform that will provide management and insight into hundreds of thousands of devices, enabling centralized monitoring, analytics, and operational insights for a federally owned public utility.
- Led design and implementation of a production transcription and automated publication system for Cabinet Secretary's public communications; solution was highlighted on the AWS Public Sector Blog.

Deloitte LLP, Strategy & Analytics, Washington, D.C.   September 2020—December, 2021

Senior Consultant — Analytics, Data, and AI Strategy: Strategic analytics advisor to Cabinet-level and SES leaders, translating complex data and AI-driven insights into executive decisions across $2B+ federal programs.

- *Analytics Workstream Lead,* Office of the Secretary (OST)*, Department of Transportation (DOT). Supported the Secretary's Office of Policy staff in administering the RAISE/BUILD grant program through two annual program lifecycles. RAISE/BUILD is the largest civilian discretionary grant program. The Secretary distributes $2 Billion annually to large multimodal transportation infrastructure projects. Regularly presented outputs of analytics workstream to DOT Secretary Chao, then Secretary Buttigieg, and SES-level civil servants on program metrics.
- Delivered hundreds of real-time analytics products and dashboards, utilized by DOT, Congressional, and White House staff. Ensured compliance with reporting requirements on program's existing $8.6 Billion portfolio of investments.
- Developed original ESRI-based analytics application available on US DOT website that allows users to use US DOT and US Census data to determine Areas of Persistent Poverty, a metric that aides planning agencies in grant applications.

Transportation Fellowship Program Lead, Deloitte Government Affairs Legislative Fellowship.

- Selected for competitive fellowship to lead a team of consultants in developing actionable policy recommendations for Deloitte's Global Transportation Practice Leadership and U.S. Political Action Committee.

Accenture Strategy, Washington, D.C.   March 2016—September 2020

Consultant (promoted from Senior Analyst, from Analyst) — Public Sector Strategy

- *Strategy Consultant,* Department of Agriculture Data Governance and Strategy. Worked on a small team led by Accenture Federal's strategy practice lead. Reported directly to the USDA Chief Data Officer. Deliverables included the USDA Data Strategy, data governance current and future state assessment, common data standards acceptable across USDA's 8 Mission Areas and 19 Agencies, a data maturity assessment, data governance operating model design, and a Data Catalog defining 400+ metrics utilized in USDA data products.
- *Business Strategy Analyst*, Department of State Business Process Re-engineering. Led business process analysis sessions with client leadership. Mapped and validated 70+ core business processes across 8 offices within the Bureau of Diplomatic Security. Transformed hiring, staffing, procurement, and logistics processes. Developed user stories, product requirement documents, and conducted user acceptance testing to deliver a new enterprise logistics portal.
- *Business Development:* Contributed regularly to efforts to win new business, most notably assisting in preparation of a winning bid for one of four spots on a $1 Billion contract vehicle with US Air Force's Office of Management.

Economic Innovation Group, Washington, D.C.   August—December 2015

Research Assistant

- Supported a legislative and public affairs strategy around the launch of the Distressed Communities Index, an innovative metric for economic distress. Assisted in successful lobbying effort to enact the Opportunity Zone Tax Credit into legislation.

EDUCATION

University of Edinburgh, Edinburgh, United Kingdom   2011-2015
MA (Honours) Politics