

GERMAN MONTALVO YÉBENES

Specialist Solutions Architect | Cloud Services | OpenShift | AWS & Azure

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PROFILE

Customer-facing cloud and platform architect with 17+ years across enterprise infrastructure, cloud-native platforms and technical consulting, including almost five years at Red Hat as a Cloud & DevOps Consultant and Architect. Combines deep OpenShift/Kubernetes experience across on-premises, AWS and Azure environments with technical sales enablement, product/GTM expertise and executive-level communication. Experienced in discovering customer requirements, defining enterprise architectures, removing technical adoption blockers, leading workshops and enablement, and translating platform capabilities into clear operational and business value. Strong working knowledge across the Red Hat portfolio including OpenShift, RHEL, Ansible, ACS, ACM, Satellite and Identity Management.

CLOUD SERVICES & CUSTOMER VALUE

OPENSIFT & HYBRID CLOUD: OpenShift, Kubernetes, AWS, Azure, on-premises platforms, enterprise architecture and production readiness

TECHNICAL SALES & GTM: field enablement, product positioning, competitive intelligence, business-value communication and sales support

DEVOPS & APP LIFECYCLE: ArgoCD, Jenkins, Tekton, GitHub Actions, CI/CD, GitOps, containers, security and observability

CONSULTATIVE SOLUTIONING: discovery, architecture walkthroughs, recommendations, workshops, adoption blockers and stakeholder alignment

RED HAT PORTFOLIO: RHEL, Ansible/Ansible Tower, OpenShift, ACS, ACM, Satellite, Identity Management and Prometheus

ENABLEMENT & INFLUENCE: technical deep dives, customer workshops, webinars, conferences, whitepapers, documentation and cross-functional collaboration

PROFESSIONAL EXPERIENCE

Technical Lead, Platform Engineering - Version 1

Jul 2025 - Present | Seville, Spain

- Lead architecture and delivery of enterprise Kubernetes and OpenShift platforms, remaining hands-on across design, implementation, troubleshooting and production operations.
- Gather requirements and produce HLD/LLD designs covering application delivery, ingress/HAProxy, load balancing, security policies, scalability, reliability and operational concerns.
- Guide platform teams on GitOps and DevSecOps patterns using ArgoCD, Tekton/GitHub Actions, Kustomize, Helm and Quay while communicating technical decisions and delivery progress to stakeholders.

Platform Engineer - Version 1

Feb 2024 - Jul 2025 | Seville, Spain

- Built and operated hybrid on-prem/cloud OpenShift and Kubernetes environments, automating provisioning and configuration with Terraform and Ansible.
- Implemented CI/CD and GitOps workflows and established Prometheus/Grafana observability to improve reliability, traceability and operational readiness.

RED HAT - CUSTOMER, FIELD & ARCHITECTURE EXPERIENCE

Architect, Portfolio Field Enablement - Red Hat

Apr 2020 - Mar 2022 | Worldwide

- Provided architecture guidance and technical leadership for OpenShift and cloud-native solutions across on-premises, AWS and Azure environments, supporting customer and field teams through complex technology decisions.
- Worked across the Red Hat portfolio including OpenShift, RHEL, Ansible, Terraform, Advanced Cluster Security (ACS), Advanced Cluster Management (ACM), Prometheus, Satellite and Identity Management.
- Engaged customers from requirements discovery through solution recommendations and post-deployment support, translating technical capabilities into outcomes meaningful to engineering and business stakeholders.
- Created technical content and delivered enablement, workshops and public presentations, sharing reusable practices with internal teams, customers and open-source communities.

Cloud & DevOps Consultant - Red Hat

Jun 2017 - Apr 2020 | EMEA

- Delivered enterprise OpenShift, Kubernetes, RHEL, Ansible, Jenkins, Git and container solutions in customer environments, acting as a trusted technical expert throughout implementation engagements.
- Led technical workshops and presentations for mixed technical and non-technical audiences; identified requirements, recommended architectures and helped customers adopt DevOps and container-platform practices.
- Implemented monitoring and observability with Prometheus, Grafana and ELK and integrated platforms through APIs and automation workflows.
- Supported infrastructure concerns including storage, high availability, production resilience and integration with existing enterprise systems.

TECHNICAL SALES, PRODUCT & GO-TO-MARKET EXPERIENCE

Technical Marketing Manager - SUSE

Mar 2022 - Apr 2023 | Worldwide

- Served as a technical expert for Kubernetes, Rancher, Terraform, Prometheus, OpenTelemetry and SLES, bridging product, engineering, customers, sales and marketing.
- Enabled sales teams with technical knowledge and assets, presented at conferences/webinars, and translated complex platform capabilities into clear customer value.
- Gathered customer feedback and worked cross-functionally to improve product understanding, positioning and launch effectiveness; authored technical documentation and whitepapers.

Senior Product Marketing Manager - Camunda

Jul 2023 - Dec 2023 | Remote

- Led competitive intelligence and contributed to GTM strategy, product positioning, messaging and persona definition in close collaboration with Product, Sales and Pre-Sales.
- Led marketing activities around product releases and moderated panels, webinars and events, converting technical/product detail into business-language narratives for stakeholders.

ADDITIONAL TECHNICAL DEPTH

IT Architect - BEEVA

Apr 2016 - May 2017 | Madrid, Spain

- Designed and automated infrastructure and data-platform solutions with Ansible, Python and Bash across OpenStack, MongoDB, Elasticsearch, MySQL/Galera and PostgreSQL.
- Built Git/Jenkins CI and reproducible development/test environments with Docker and Vagrant, strengthening understanding of the application lifecycle from infrastructure through delivery.

Telefónica - Database Administrator / Senior Linux Administrator (2012-2016): RHEL/Linux/Unix, Oracle/MySQL, HA clusters, Ansible, Python/Bash, 24x7 production support and enterprise operations.

Randstad / Arcitel / Tecnomcom (2007-2011): Unix, databases, storage/SAN, networking, monitoring, incident response, automation and high-availability environments.

SELECTED PLATFORM & CLOUD CAPABILITIES

Cloud & architecture: AWS, Azure, hybrid/on-premises infrastructure, OpenShift/Kubernetes architecture, networking, storage, load balancing, security, HA and resilience.

Automation & delivery: Ansible/Ansible Tower, Terraform, ArgoCD, Jenkins, Tekton, GitHub Actions, Kustomize, Helm, Git and CI/CD.

Containers & security: OpenShift, Kubernetes, Docker, Podman, CRI-O, Skopeo, Quay, Advanced Cluster Security (ACS) and Advanced Cluster Management (ACM).

Observability & integration: Prometheus, Grafana, ELK, OpenTelemetry, APIs, logging, monitoring and production troubleshooting.

CERTIFICATIONS & CREDENTIALS

Red Hat: Red Hat Certified Specialist in Hybrid Cloud Management - Red Hat - Earned March 2018; Red Hat Certified Specialist in Ansible Automation - Red Hat - Earned December 2016; Red Hat Certified System Administrator (RHCSA) - Red Hat - Earned June 2017

Product & Cloud Native: Product Marketing Foundations - LinkedIn - August 2023; Getting Started with OpenTelemetry (LFS148) - The Linux Foundation - September 2025; Kafka 101 (Confluent Developer) - Confluent - September 2025

Additional: Ethereum Blockchain Developer Bootcamp With Solidity (2023) - Udemy - November 2023

In progress: NVIDIA Certified Associate: AI Infrastructure and Operations (NCA-AIIO) - Preparation in progress

Additional training: Scalable Microservices with Kubernetes - Google; Python 3; M102: MongoDB for DBAs; MySQL Cluster - High Availability; MySQL for Database Administrators; PostgreSQL Administration

Leadership & community development: Emerging Leaders - Growth Mindset - Matthew Syed; Build or Optimize Your Community - Jono Bacon, 10-week live masterclass

Community & communication: Cloud Native Sevilla (CNCF) Co-organizer; customer workshops; architecture discussions; conference/webinar speaking; enablement; documentation; whitepapers; blogs/articles.

EDUCATION & LANGUAGES

EDUCATION

Miguel de Mañara - Bachiller, Computer Systems Networking and Telecommunications (2004-2006)

LANGUAGES

Spanish: Native / bilingual
English: Professional working proficiency