



Niyi Odumosu

SENIOR SOLUTIONS ENGINEER

Professional Summary

A seasoned technologist with over a decade of experience in delivering infrastructure optimization, cloud architecture, security implementation and data pipeline solutions. Ultimately, my goal is to understand pain points and provide sound technological solutions to customers in need.

Education

M.S. Engineering Management, Temple University, Philadelphia

SEPT 2014 – DEC 2016

B.S. Computer Science, George Washington University, Washington, D.C.

SEPT 2010 – AUG 2014

Employment History

Staff Solutions Engineer, Confluent, Atlanta

FEB 2026 – PRESENT

- Led 14X growth on our Broadridge account from a \$100k ACV commit in 2025 to \$1.4M ACV commit in 2026 by driving architecture designs for B2B data sharing use cases
- Created data streaming agents that detected insurance fraud claims insurance for Prudential.
- Featured as a speaker in Data & AI summits across the country to discuss Kafka B2B data sharing patterns for the financial services industry.

Senior Solutions Engineer, Confluent, Atlanta

MAR 2024 – FEB 2026

- Drove strategic account growth by leading successful POCs of our data streaming platform (DSP) implementations across diverse enterprise sectors, including retail banking, financial services, and wealth management.
- Exceeded personal sales quota by 150%, working closely with Account Executives using the MEDDPIC methodology to identify and capitalize on market opportunities within complex enterprise technology landscapes.
- Expanded existing client footprints by strategically on-boarding new use cases, enabling enterprise clients to leverage data streaming technologies and unlock additional value from Confluent's offerings.

Solutions Architect, Confluent, Atlanta

AUG 2022 – FEB 2024

- Led Professional Services engagements for clients such as Roblox, Geico, Morgan Stanley, where I designed and implemented architectural solutions that integrated event-driven technology. These engagements have ultimately led to over \$2M in contract renewals. Currently have a 100% renewal rate for all at-risk accounts, resulting in more than \$3.5M of Total Contract Value.
- Developed more than 20 POCs that were later adopted for production. These include CICD deployments, on-boarding processes for new clients, monitoring & alerting solutions, cluster migrations, and disaster recovery strategies.

Details

Atlanta, GA

USA

609-468-0345

niyi.a.odumosu@gmail.com

Links

[LinkedIn](#)

[Github](#)

Skills

Node.js

Java

Linux

Git

Docker

Python

Microsoft Azure

Amazon AWS

Enterprise Architecture

Cloud Security

Cloud Computing

Kubernetes

CI/CD

SQL

NOSQL

Terraform

Cloud Budgeting

Google Cloud Platform

Airflow

Data Pipeline

- Spearheaded the Professional Services Reusable Assets initiative where we developed a framework to intake, review and publish artifacts that were created in the field with clients. The program has intake just shy of 100 assets since its inception.

Associate Solutions Architect, Confluent, Atlanta

SEPT 2020 – AUG 2022

- Implemented more than 10 monitoring solutions using industry-leading APM tools for clients that required observability on Confluent clusters. This led to a rectification of numerous application issues by identifying areas of improvement leveraging the dashboards.
- Worked with the leadership team and account executive team to forecast the consumption rate of GEICO's contract renewals for Confluent Cloud. The renewal was based on the client's 143% usage of their prior Confluent Cloud target point.
- Wrote over a dozen solution runbooks, engagement reports, and GitHub repositories to provide reusable artifacts for Confluent customers so they can refer to it for best practices. Wrote a technical blog called Bring Your Own Monitor to Confluent that reached over 35k hits and is often cited for Confluent monitoring.

Enterprise Architect, Daba, Atlanta

SEPT 2021 – FEB 2024

- As the 1st hired employee, I and the CEO hired a team of 5 offshore backend and DevOps engineers located in Ghana/Nigeria. Under my technical leadership, I managed more than 12 backend and frontend services as well as designed the cloud infrastructure using AWS and Kubernetes.
- Established engineering best practices for testing, documentation, and software delivery methodology. This includes proper unit-testing, integration-testing, CICD pipelines and code reviews.
- Managed the engineering budget and was able to reduce our cloud costs and third-party vendor costs by over 30% by removing costly subscriptions and tailor fitting our AWS infrastructure to be more scale efficient.
- Attended African Business and Fintech conferences to represent and evangelize the Daba trading platform. Daba democratizes financial capital to vetted African startups and stocks allowing users to invest in those markets.

DevOps Engineer, Hearst Media, New York City

MAR 2019 – SEPT 2020

- Implemented the cloud infrastructure for more than 30 Hearst digital content platforms using AWS services, Kubernetes, and docker containers.
- Orchestrated continuous delivery pipelines for Hearst's digital media using CI/CD tools such as Ansible, Cloud Formation, and Terraform.
- Lead infrastructure developer on the winning team of Hearst's international hackathon. The winning product is called Chitter, a content enthusiast engagement app for Hearst's users and editors. The product went from a proof of concept to a go-live production application.

Senior Software Engineer, Amino Payments, Philadelphia

JAN 2018 – OCT 2018

- Lead developer on the Amino Pay product. Amino Pay is a payments platform that allows advertisers to pay publishers for digital ad campaigns.
- Integrated Amino Pay with Stripe API as the third party payment processor for account onboarding and the creation of payment charges, transfers and payouts.

Sales Engineering

Ansible

Cloud Networking

Kafka

Flink

Languages

French

Yoruba

- Developed the Amino Ledger's API layer in Python/Django. The API called the database for blockchain crypto-signed contracts and data which housed the transaction and impression data of integrated advertisers and publishers.

AWS DevOps Engineer, Comcast, Philadelphia

JUN 2017 – JAN 2018

- Worked on an application called NetAdmin, which automates the provisioning of routers and discovers networks for routers to establish successful connections.
- Provided application and server monitoring solutions for our infrastructure using Cloudwatch logs and alarms, ELK stack for log aggregation and data visualization, and New Relic for performance surveillance and error detection
- Developed serverless AWS lambda functions using python to execute API calls that alerted our notification endpoints (email/slack) whenever alarms were triggered by Cloudwatch.
- Supported prod applications by triaging issues that were escalated from our end users and implementing bug fixes and patches to continuously improve the application's user experience

Software Engineer, CAPITAL ONE, Wilmington

DEC 2014 – JUL 2016

- Worked on the agile team to develop the Zelle payments applications using a microservice architecture with the following tech stack: Zuul, Eureka, Spring Boot, Spring-Cloud. All microservices were in docker containers managed by ECS and were ultimately deployed in AWS ec2 servers.
- Developed a Continuous Integration/Delivery pipeline by using code as infrastructure concept for microservices. All code check-ins automatically were deployed to DEV, QA and PROD servers. Utilized Jenkins to build and deploy code to respective environments.
- Developed bank applications from scratch using SQL and MongoDB databases, Java, Spring MVC. Apps included front-end and back-end validations, exception classes, RESTful services and logging libraries.