



## Cloud Alliance Director (CAD)'s for AWSome Partners

Many AWS partners need strategy advice and access to AWS partner relationships to get to the next level of strategic partnership. Not all can afford a dedicated expert CAD to get them there. That is where our fractional CAD or project CAD work comes into play. For half the cost of a full time expert CAD a company can hire AWSome Partners to provide a knowledgeable CAD for either CAD as a Service(CaaS-Fractional CAD) or on a project by project basis.

These CADs will be in on interactions with AWS, bringing knowledge of how other companies have gotten to the next level using AWS partner staff, while also being able to articulate needs as a third-party expert to that partner company's C level.

This means that the partner customers will get consistent information provided from a group of individuals that have been vetted by AWSome Partners leadership and have many years of experience in what they do. There will never be a turnover of the CAD relationship with AWSome Partners because of the memorialization of the entire relationship between CAD and partner company, and access to be able to replace CADs when they move on.

We are always accepting new CAD's into AWSome Partners. What we expect of our CADs is experience and knowledge on the "off-menu" menu on success with AWS. Being able to articulate strategy and process to both AWS PDM's and the partner C level. These CADs will be expected to give twenty hours a month to AWSome Partner customers while acting as an AWSome Partners contact of record to AWS staff for the partner company.

CADs must sign an MNDA and a non-compete document with AWSome Partners. There is some other legal things we would have you sign, and we can talk about compensation if this all sounds great please reach out to Barlas Yuce at [barlas@awsomepartners.com](mailto:barlas@awsomepartners.com).

Best Regards,

Barlas Yuce

Co-Founder of CADy Shack and Founder of AWSome Partners.