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Adolfo Orozco

Search, data and cloud: explained to the C-suite, built for production.

Senior Solutions Architect at Elastic · Mexico City · 20+ years across LATAM

Based in Mexico City

LinkedIn · GitHub · X

Services

Technical presales & solutions architecture

Software vendors, partners and startups that need a senior presales architect for a deal, a launch or a demo program, without a full-time hire.

Search & AI with Elasticsearch

Product and engineering teams that want to move from keyword search to semantic, vector or hybrid search, or try AI agents over their own data.

Data engineering & analytics

Companies and system integrators that need to design or review data pipelines and analytics on Google Cloud or Snowflake.

Cloud program management

Organizations running a cloud program with several teams or vendors that need an independent program manager to keep scope, risk and timelines visible.

Experience

Senior Solutions Architect · Elastic

Feb 2026 – Present

Technical point of contact for accounts, supporting account executives in Mexico City and Monterrey. I take deals from discovery to the technical win.

I demo Agent Builder: chat-style agents on commercial or local LLMs that search across all ingested data. I also enable partners and speak at meetups and conferences.

Senior Partner Solutions Engineer · Snowflake

May 2025 – Jan 2026

Led technical strategy with system integrators to speed up adoption of their Snowflake-based offerings, and co-built joint go-to-market solutions.

Enterprise Sales Engineer · Datadog

Oct 2024 – Apr 2025

Ran demos and technical evaluations (POVs) for customers in Colombia, Peru, Ecuador, Central America and the Caribbean, and fed customer and competitive input back to product.

Google Cloud
`Jul 2021 – Sep 2024`

> **Data Engineer, Google Cloud Consulting**
> `Mar 2024 – Sep 2024`
> Designed data migrations and end-to-end pipelines for analytics and AI/ML, and helped build scalable, highly available data-processing systems.
>
> **Cloud Program Manager**
> `Jan 2022 – Feb 2024`
> Ran multi-team Professional Services programs, including planning, delivery assurance, and risk and mitigation, plus partner delivery quality.
>
> **Infrastructure Cloud Consultant**
> `Jul 2021 – Dec 2021`
> Designed and deployed distributed cloud infrastructure as a trusted advisor to customer leads and executives.

Sales Engineer · Verizon
`Mar 2017 – Feb 2021`
Big data and IoT presales focused on telecom carriers in LATAM. Worked on POCs, RFPs and C-level presentations.

Presales Consultant / Solutions Architect · Axway
`Jun 2016 – Feb 2017`
First technical contact for customers and partners, designing software solutions for complex scenarios.

TSE / Technical Account Manager · Kaspersky
`Jun 2015 – Feb 2016`
Presales support, plus the bridge between support and premium customers, with SLA KPIs.

Senior Technical Support Engineer · Fortinet
`Mar 2012 – Feb 2015`
Advanced support for firewall, routing, switching and VPN across LATAM, mainly Brazil.

Earlier · 2006 – 2012: Operations and IT roles at IBM and Acision (Brno, Czechia) and Jinny Software (Panama City), supporting messaging middleware for mobile operators and enterprise servers.

Projects

Elastiflix
6,899-movie catalog. Top-1 precision on 32 plot queries: 69 % (256-d), 78 % (512-d), 81 % (1024-d). 512-d gets close to 1024-d at half the size. Previous version: 98.6 % instruction / 92.4 % branch test coverage.
elastiflix-reloaded · elastiflix-java

Gotham News & Media Browser

42 of 42 planned implementation tasks completed (phases P0–P10).

gotham-media-browser

Datadog ↔ Google Cloud integration

Public and reusable. It is his most-starred pinned repo (5 stars as of Nov 2026).

datadog-gcp-integration

Snowflake Intelligence: presales demo script

Presales asset created during his Senior Partner Solutions Engineer role. It is a demo with a fictional dataset, so it reports no results.

snowflake-intelligence

Il Giro de Fito: Snowflake platform tour

Presales and enablement asset, with no results reported.

il-giro-de-fito

AWS Client VPN hub

Public and reusable lab reference. Example names, addresses and the account id are fictional, so it reports no production results.

aws-vpn-hub-reference

Certifications

SnowPro Core · Data & Information Governance (ITAM) · Google Cloud Digital Leader · Associate Cloud Engineer · Professional Cloud Architect · Professional Cloud Developer

Stack

Search & AI. Elasticsearch · Elastic Cloud Serverless · Agent Builder · ELSER · E5 · k-NN · RRF · Embeddings

Data. Snowflake · Cortex AI · Apache Iceberg · Dynamic Tables · SQL · Python · Jupyter

Cloud & Observability. Google Cloud · Cloud Storage · Cloud Logging · gcloud · Datadog · Docker

Development. Java 25 · Spring Boot · Thymeleaf · Maven · Bash

Education

MBA

Instituto Tecnológico Autónomo de México (ITAM)

`2013 – 2015`

Diploma in Project Management

ITAM

`2016 – 2017`

Systems Engineering degree (Ingeniero de Sistemas)

Universidad del Norte (Barranquilla, Colombia)

`1998 – 2004`

French, B2 (CCRE)
Université de Nice-Sophia Antipolis
2010 – 2011

About

I studied in Barranquilla and Nice, worked in Brno and Panama City, and now call Mexico City home. I work in English and Spanish every day, and I get by professionally in French and Portuguese.
Away from the keyboard you'll find me at the gym, with a comic or a movie, or playing guitar. I'm an aspiring chef who loves trying new food, and the beach is my favorite place on earth. On quieter nights it's a good series, or more reading about cloud and software, because that habit never really switches off.