

Justin Burdine

Enterprise Solutions Architecture Leader | Applied AI & Automation Strategist | Pre-Sales Executive
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Professional Summary

Enterprise solutions architecture and pre-sales leader with 25+ years of experience driving complex platform adoption across Fortune 500 organizations. Over the past decade, I have built and scaled specialist technical teams, hired and developed solution architects, and led regional and global pre-sales organizations supporting large enterprise accounts across healthcare, financial services, retail, and software. I specialize in guiding executive stakeholders through platform-wide modernization initiatives, aligning technical architecture with business priorities, and establishing repeatable pre-sales processes that scale. I actively apply AI in enterprise advisory engagements and help organizations think through responsible AI adoption in infrastructure environments. I have designed AI-powered workflow systems leveraging public LLM APIs and locally deployed open-source models to automate structured execution, communication synthesis, and strategic account management.

Experience

Red Hat | Sr. Ansible Sales Specialist

July 2025 - Present

- Lead enterprise automation strategy across 25 named Fortune 500 and large enterprise accounts in healthcare, financial services, retail, and software.
- Drive seven-figure, platform-wide automation transformations focused on enterprise-scale adoption and operational standardization.
- Advise Directors and VPs on responsible AI adoption within infrastructure environments, positioning Ansible Automation Platform as a deterministic governance layer for AI-assisted system design and operations.
- Guide customers through AI and automation strategy workshops covering AI-generated configuration, AI-triggered workflows, and AI-driven state analysis.
- Partner with account executives and cross-functional technical teams to guide complex enterprise platform evaluations and long-term subscription adoption.
- Mentor junior account SAs and specialist SAs on responsible AI positioning in conjunction with enterprise automation strategy.

CIQ | Director of Solution Engineering

August 2022 - May 2025

- Built and led the global Solution Engineering organization from inception, directly hiring and developing the team to support enterprise automation and infrastructure platforms.
- Supported 70 global enterprise accounts, influencing seven-figure annual revenue through structured technical validation and platform adoption strategy.
- Served as executive technical sponsor for strategic accounts, guiding complex infrastructure modernization and automation initiatives.
- Designed and implemented repeatable pre-sales processes to scale technical engagement in a high-growth environment.
- Partnered directly with product and engineering leadership to translate enterprise field feedback into roadmap influence and feature prioritization.
- Established the technical GTM framework aligning solution architecture execution with company growth objectives.

Red Hat | Senior Manager, Specialist Solution Architects*March 2020 - August 2022*

- Led and scaled a 10-person specialist Solutions Architecture team supporting automation and platform adoption across six regional sales pods in the Central U.S.
- Directly hired and developed specialist SAs, participating in headcount planning and organizational design to expand technical coverage in a high-growth enterprise environment.
- Supported approximately 200 enterprise accounts across the region, influencing eight-figure annual platform revenue across OpenShift, Ansible, and Satellite portfolios.
- Established repeatable technical validation processes focused on complex automation problem-solving, POC execution, and scalable platform adoption.
- Partnered cross-functionally with sales leadership and product teams to translate field complexity into structured product feedback and roadmap influence.

Red Hat | Solution Architect Manager*December 2018 - March 2020*

- Led and developed an 8-person Solutions Architecture team supporting 25 enterprise accounts across a four-state territory.
- Directly hired and coached solution architects, participating in regional headcount planning and organizational scaling.
- Influenced seven-figure annual revenue across the Red Hat portfolio, including OpenShift, Ansible, RHEL, and CloudForms.
- Owned performance management, career development, and technical depth growth for the regional SA team.
- Partnered with regional sales leadership to align technical strategy with account priorities and long-term platform adoption.

Red Hat | Specialist Solution Architect (Ansible)*August 2016 - December 2018*

- Delivered enterprise cloud and automation transformation programs across Fortune 500 accounts.
- Conducted hands-on workshops accelerating adoption of automation and hybrid cloud platforms.
- Partnered directly with Fortune 500 IT leadership on modernization strategy.

Verizon Enterprise Solutions | Managing Principal*August 2015 - August 2016*

- Built and led a cloud migration practice serving Fortune 500 clients.
- Managed engineers delivering complex cloud transformation engagements.
- Served as trusted advisor to C-level stakeholders and designed hybrid cloud strategies minimizing operational risk.

Verizon Enterprise Solutions | Sr. Systems Architect / Team Lead*March 2010 - August 2015*

- Designed and implemented large-scale IT solutions for Fortune 500 customers.
- Led disaster recovery, infrastructure modernization, and data center migration initiatives.
- Built long-term executive relationships across major enterprise accounts.

Early Career (1997 - 2010)

Systems Architect and Infrastructure roles across visual effects, defense contracting, higher education, and enterprise IT environments. Built deep foundational expertise in large-scale infrastructure design, Unix/Linux systems, network architecture, and high-performance compute. Notable highlights:

- Designed and operated large-scale render farm infrastructure supporting production-critical visual effects pipelines for two Academy Award-winning films: The Matrix (Best Visual Effects, 2000) and What Dreams May Come (Best Visual Effects, 1999).
- Led systems architecture and security compliance work aligned with Department of Defense standards, including server hardening, audit processes, and enterprise infrastructure design.
- Served as primary systems administrator and network architect in higher education, rebuilding core network services and designing secure firewall architecture for a major university engineering college.
- Established configuration management, operational reporting, and infrastructure standards across multiple organizations, laying the foundation for a career in enterprise architecture and pre-sales leadership.

Education

Taylor University | Bachelor of Arts, Mass Communication/Media Studies

Recognition

- Multiple Presidents Club Winner
- Multiple Regional Top Gun Sales Awards