



# JULIO VILLARREAL PELEGRINO

TECHNOLOGY EXECUTIVE | ENTERPRISE ARCHITECT | LEADER

## CONTACT

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## EDUCATION

**Universidad de Granma**  
BSc. Computer Science

**IPVCP Blas Roca**  
High School Diploma

## Certifications (selected)

- Red Hat, Inc
- RHCA, RHCDS, RHCE, RHCVA, RHCSA
- VMware
- VCP, VCAP-DCA, VCAP-DCD
- Microsoft
- MCTS, MCITP

## CORE SKILLS

- Technical Leadership & Strategy
- Enterprise Architecture
- Automation and Infrastructure-as-Code
- Cloud Platforms (AWS, GCP, Azure, Kubernetes (OpenShift), OpenStack)
- CI/CD & DevSecOps
- Agile Methodologies
- Programming (Python, GoLang, .Net, C++, Bash)
- Public Speaking
- Mentoring
- Virtualization
- Artificial Intelligence (AI)

## PROFESSIONAL OVERVIEW

Technical Executive and Enterprise Architect with over 20 years of experience driving cloud, virtualization, AI, and modernization projects across global enterprises. Proven ability to create and influence C-level strategy, deliver scalable software and IT solutions, and drive transformation through architectural leadership, innovation, and thought leadership. Recognized as a trusted mentor, clear communicator, and execution-focused leader with a strong track record of enabling customer adoption and delivering measurable outcomes.

## WORK EXPERIENCE

### ***Distinguished Architect, NA Services Technology Leader***

*Red Hat, Inc (Austin, Texas)*

*March 2025 - Present*

Customer-facing technical executive and member of the senior leadership team, leading architecture strategy, strategic pursuits, and technology execution for Red Hat North America Services. Partner with C-level stakeholders to define roadmaps and accelerate adoption of emerging and core technologies.

- Lead strategic pursuits and complex customer engagements, aligning Red Hat's value with business and technology outcomes.
- Own key architectural decisions and provide oversight on high-value deals to ensure technical soundness and accelerate the sales cycle.
- Serve as a trusted advisor and thought leader, driving digital transformation and expanding Red Hat's mindshare across strategic accounts.
- Mentor senior technical leaders and foster cross-functional collaboration across Consulting, TAM, and Learning teams.

### ***Distinguished Architect & Director, Global Services Office of Technology***

*Red Hat, Inc (Austin, Texas)*

*August 2020 – March 2025*

Serve as a customer-facing Technical Executive for Global Strategic accounts, providing architectural oversight on complex deals. Engage directly with C-level stakeholders to define business-aligned roadmaps and drive adoption of emerging technologies. Lead the services strategy for Edge, Platform Simplification, and Hybrid Cloud initiatives.

- Responsible for providing strategy and guidance for products on the Hybrid Cloud portfolio to the Global Services organization.
- Increase customer mindshare through thought leadership.
- Enable regional teams on portfolio solutions to ensure successful sales and delivery. Support and enablement on first-of-a-kind and complex customer engagements.
- Mentor senior technical leaders.

### ***Chief Architect, Solutions and Technology Practice***

*Red Hat, Inc (Austin, Texas)*

*March 2015 - August 2020*

Led architecture and delivery of cloud and infrastructure solutions, providing strategic advisory to C-level executives. Developed repeatable methodologies and tools to scale business capabilities.

- Lead architect for Cloud and Infrastructure products in the Solutions and Technology Practice. Responsible for the architecture, design, and delivery of private and hybrid cloud solutions at scale.
- Member of the Global Services Technical Advisory Council (TAC).
- Lead architect for large, complex, multi-product and high impact projects.

### **Principal, Cloud IT**

*Oracle Corporation (Austin, Texas)*

*March 2014 – March 2015*

Architected and implemented cloud infrastructure solutions, including Linux, virtualization, and configuration management technologies. Led data center expansion efforts, providing infrastructure design, capacity planning, and operational guidance. Oversaw system administration strategy and conducted design reviews to ensure scalability and supportability.

### **Principal Data Center Solution Consultant, NOS Team**

*Dell Inc (Austin, Texas)*

*March 2008 – March 2014*

Designed and delivered end-to-end data center infrastructure solutions, collaborating with internal and external stakeholders to define and implement technical requirements. Partnered with engineering and product teams to develop IT solutions involving Linux, VMware vSphere, Hadoop, and OpenStack. Delivered remote and on-site consulting and support services such as performance tuning, network optimization, and system troubleshooting.

### **Senior Linux Administrator**

*Web Hosting Group, Inc (Austin, Texas)*

*April 2007 – March 2008*

### **Senior Systems Engineer | Network Administrator | Programmer**

*Various (Coral Negro SA, Jovenes Club de Computacion) (Cuba)*

*2004 –2006*

## **PROFESSIONAL ORGANIZATIONS MEMBERSHIPS**

- **The Linux Foundation** (Individual Member)
- **The OpenStack Foundation** (Individual Member)
- **IEEE** (Member)
- **ALPFA** (Member)

## **PATENTS**

- **Migrating Software and System Settings Between Computing Systems** (US-11922179) - Issued Mar 5, 2024

## **HONORS AND AWARDS**

- **Red Hat's President's Club** (2017, 2023, 2025)
- **Services Top Gun Award** (2015, 2016)
- **Dell Everyday Hero Award** (2012)
- **Dell Above and Beyond Award** (2011, 2012)