

Michael Horn

AI Business & Platform Leader

New York, NY | michael@horn-tech.me | linkedin.com/in/michaelhorn-ai

Enterprise AI business leader with 14+ years in technology and 5+ years building and scaling AI businesses at AWS. Owned full P&L for an applied AI service in AWS's computer vision portfolio, scaling it nearly 9x in three years through GTM strategy, enterprise sales, and cross-functional execution. Now leading global ISV ecosystem strategy for Amazon Quick Suite, AWS's next-generation agentic AI platform. A rare operator who brings genuine technical depth and the executive presence to translate complex AI into business strategy and C-suite outcomes.

Agentic AI | Enterprise AI GTM | P&L Ownership | Platform Ecosystems | ISV Partnerships | Solutions Architecture

SELECTED IMPACT

- Scaled AWS AI business nearly 9x in 3 years
- Built 25+ strategic AI integrations for Amazon Q Business
- Achieved 120% of CEO-mandated ecosystem expansion goals
- Closed the largest private pricing agreement in service history
- Unlocked \$50M in incremental AWS revenue via 4 OEM partnerships
- Grew a strategic AWS account 576% in ARR

PROFESSIONAL EXPERIENCE

Head of Global Growth & AI Ecosystem

2024 – Present

Amazon Web Services (AWS) — Amazon Quick

- Leading global ISV ecosystem strategy for Amazon Quick, partnering with third-party platforms to build agent-to-agent integrations that extend the agentic AI platform into enterprise workflows.
- Identify and engage strategic ISVs building AI agent platforms, defining integration architecture and go-to-market approach to expand the Quick ecosystem.
- Work with enterprise customers across North America and Europe to co-develop agent-driven automation use cases, serving as technical advisor and executive relationship lead.
- Previously led ecosystem expansion for Amazon Q Business, building 25+ AI integrations with a global team of 6 BDMs and achieving 120% of CEO-mandated growth targets.
- Serve as field-to-product bridge, working daily with PMs to translate enterprise feedback into prioritized roadmap initiatives and beta programs.

Head of Intelligent Document Processing

2021 – 2024

Amazon Web Services (AWS) — AI Services

- Owned full P&L for AWS's Intelligent Document Processing business, scaling revenue nearly 9x in three years with a lean team.
- Built and executed GTM strategy end-to-end: pricing, packaging, enterprise sales motions, partner enablement, and field execution.
- Served as executive sponsor for strategic enterprise accounts, leading complex C-suite deal cycles and closing the largest private pricing agreement in service history.
- Launched GTM strategy for the Analyze Lending API, coordinating execution across product, partners, marketing, and field sales.
- Delivered 200%+ YoY pipeline growth and increased private pricing deals 226%.
- Mentored and developed 30+ professionals across BD and Solutions Architecture.

Senior Global BD Lead / Senior Solutions Architect

2018 – 2021

Amazon Web Services (AWS) — End User Computing

- Secured 4 global OEM partnerships within 10 months, unlocking \$50M in incremental AWS revenue.
- Grew consumption 576% on the region's largest strategic enterprise account (~\$3.3M to ~\$19.2M ARR).
- Advised Fortune 500 companies and high-growth startups on implementing AWS end user computing services.

Senior End User Computing Specialist

2014 – 2018

KKR (Kohlberg Kravis Roberts) — New York, NY

- Managed global enterprise software deployments supporting 1,000+ users.

- Led a team of 10+ IT professionals delivering end-user infrastructure and productivity platforms.
 - Provided direct technology advisory to C-suite leadership.
-

EDUCATION

B.S. Marketing, Minor in Accounting

Fairfield University — Dolan School of Business | Dean's List | Co-Founder, NYC Alumni Tech Group

SKILLS

Agentic AI | Enterprise GTM | P&L Ownership | Platform Ecosystems | ISV Partnerships | C-Suite Engagement | AWS | Amazon Q | Solutions Architecture | AI Strategy | MCP / Agent Integrations | Strategic Partnerships | Field Sales