Curating Knowledge, Educating Leaders, Mentoring Technologists Empowering Business Solutions with Microsoft and Generative AI

Robert Shurtleff

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Skills

AI Strategy
Generative AI
Prompt Engineering
Creative Problem Solving
Analytical Skills
Presentation Skills
Public Speaking
Technical Leadership
Business Leadership
Business Strategy
Dynamics 365
Azure Architecture

Certs & Awards

Azure AI Fundamentals
Azure Fundamentals
Microsoft FTRSA
FastTrack Bootcamp
Microsoft Certified Prof.
Dynamics 365 Specialist
Patent: 7376733

With over 30 years of experience, I bridge business and technology, leading executive visionaries and technical experts. Specializing in AI, Dynamics 365, and Microsoft Copilots, I drive innovation, enhance customer experiences, and streamline operations. Passionate about educating leaders on AI's transformative potential, I support solutions, sales, and business development. As an engaging speaker, I share insights on AI and digital transformation, empowering clients to navigate complex technological landscapes and unlock growth opportunities. I am dedicated to revolutionizing business systems and elevating personal productivity through cutting-edge technology.

Recent History

Chief Global AI & Microsoft Strategist   Enavate: 2021 - Present

Robert drives digital transformation within Microsoft solutions and cloud ecosystems. He mentors executives, guides AI adoption strategies, and advises on enterprise architecture. A CTO Steering Committee member, he ensures alignment with technology standards and innovation. Robert also mentors Dynamics 365 teams, provides strategic briefings, supports sales activities, and develops training on emerging technologies, fostering growth and continuous learning across the organization.

Senior Dynamics 365 & Azure Architect   InfoStrat/Sylogist: 2020 - 2021

Taking a break from travel during the COVID years... Robert is InfoStrat's all-around Microsoft technology platform, infrastructure, cloud, Dynamics and Azure solution architect helping InfoStrat drive business throughout the entire consulting lifecycle from solution envisioning and evangelism though pre-sales architecture, proposal writing, project estimation, and on to delivery responsibilities.

Principle Solution Architect & Strategist   IBM: 2015 - 2020

Led pre-sales and technical proposal activities, overseeing the complete pre-sales lifecycle from architecture to live demos. Provide strategic guidance on enterprise architecture and developed adoption strategies for client leadership. Defined roadmap investments, optimized performance for major clients, and created hybrid cloud solutions. Enhanced business development and client success with Dynamics 365 and Azure through strategic briefings and hands-on mentoring.

Principle Solution Architect & Strategist   HCL Tech: 2014 - 2015

Led sales, business development, marketing, and solutioning for Commercial and US Public Sector markets. Managed Dynamics product pipeline and collaborated with Microsoft representatives to drive business. Authored Point-of-View papers, proposals, and presentations. Built internal relationships and alliances with internal teams and external partners. Defined and executed go-to-market strategies with World Wide leadership, supporting horizontal and vertical solutions. Enhanced partner alliances and identified new partnership opportunities.

Global Experience

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