



MASATOSHI HAYASHI

Specialist Solutions Architect, Containers

LinkedIn | GitHub | Qiita

Specialist Solutions Architect for Containers at AWS (5+ years). Provides technical guidance on Amazon EKS, Amazon ECS, and container architectures to enterprise customers. Previously Solution Architect at Red Hat and Infrastructure Team Lead managing Kubernetes platforms on AWS. Co-author of 2 technical books. Speaker at AWS Summit, Red Hat Summit Connect, Cloud Native Days, and other industry conferences.

SKILLS

Amazon EKS / Amazon ECS	Kubernetes / OpenShift	AWS Architecture
Platform Engineering	DevOps / CI/CD	DDD / EventStorming

WORK EXPERIENCE

AMAZON WEB SERVICES | MAY 2020 - PRESENT

Senior Specialist Solutions Architect, Containers

Provides technical guidance on Amazon EKS, Amazon ECS, and container architectures to enterprise customers in Japan. Covers customer advisory, thought leadership, and community enablement across APJ.

Customer Engagements (2020 - Present)

- 687 total container-related technical engagements with 300+ unique customers
- Domain breakdown: Amazon ECS (211), Amazon EKS (168), ROSA/OpenShift (70), Containers general (41), EKS Anywhere (31), Modernization (26), App Mesh (14), and others

- Delivered 34 feedback items and recommendations to AWS container service development teams (2025)
- Delivered 12+ external activities per year including technical blog posts, conference talks, and webinars (2025)
- Key outcomes:
 - Guided Karpenter and Graviton migration for a large-scale EKS environment, significantly reducing cost and latency
 - Provided capacity planning and resource coordination for a large-scale Amazon EKS environment (30k vCPU), contributing to stable operation at product launch
 - Led technical validation for an Azure-to-EKS migration, resulting in the customer's decision to move their system (about \$200k ARR) to EKS
 - Proposed and supported Kubernetes-to-ECS migration, contributing to PoC success and production migration decision (about \$100k MRR expected)
 - Identified and resolved an EKS ML workload issue through hands-on investigation of the customer environment, preventing production delays

Conference & Events

- Red Hat Summit Connect Tokyo 2025: Observability for ROSA applications using Amazon CloudWatch (Session Speaker, 71 participants)
- KubeCon Japan 2025: Demo booth and EKS Hybrid Nodes booth session speaker
- AWS re:Invent 2024 / 2025: Customer briefing sessions, Kubernetes demo booth
- AWS Innovate 2024: Kubernetes-based development platform implementation (Session Speaker)
- AWS Summit Japan 2024: Building generative AI model workflows with Amazon EKS (Session Speaker)
- Platform Engineering Kaigi 2024: AWS sponsor booth (120 visitors)
- AWS Summit Tokyo 2023: Hybrid container environments for on-premises modernization (Session Speaker)

Enablement

- Planned and delivered Platform Engineering webinar (640 registrants, 477 participants, satisfaction score 4.41/5)
- Delivered 9+ external enablement events per year including webinars, workshops, and seminars (2025)

- Localized and delivered EKS Auto Mode seminar for Japan market (3 sessions, satisfaction score 4.2 and 4.7)
- Coordinated AWS container service development team visits to Japan, organizing customer briefing sessions with 26+ companies

Domain-Driven Design & EventStorming

- Designed and delivered EventStorming and Domain-Driven Design workshops to 6+ enterprise customers for microservices decomposition and modernization planning
- Applied EventStorming as a discovery technique to identify bounded contexts, define service boundaries, and align technical architecture with business domains
- Delivered modernization assessment content combining EventStorming with container migration strategies

Internal Community & Recognition

- Gold Member 2024 in AWS internal container domain expert community (ranked 1st in community contribution among 1,000+ members)
- Established a program connecting community members with AWS container service development teams at annual summits (2024-2025)
- AWS Security Guardian (3 years of experience)
- Internal mentor for Observability and GitOps domains

Awards

- Multiple internal awards for customer impact (2024-2025)

RED HAT | 2018 - 2020

Solution Architect

Provided architectural advice to Red Hat associates and 15+ customer companies on OpenShift and Kubernetes adoption.

- Delivered DevOps EventStorming workshops to customers and Red Hat associates
- Spoke at conferences: Red Hat Forum 2018, Cloud Native Days 2018, Ruby Business Forum 2018, Istio Hands-on

Senior Technical Support Engineer

Provided technical support to Red Hat customers on OpenShift and Kubernetes.

- Problem solving for customer systems related to OpenShift, Kubernetes, and CI/CD pipelines
- Published technical articles about OpenShift, Containers, Kubernetes
- Spoke at Red Hat Convergence Tokyo 2019

INFRASTRUCTURE TEAM LEAD | BEFORE 2018

Infrastructure Engineer / Team Lead

Managed 4 project infrastructures using AWS / Terraform / Ansible / Capistrano / Itamae.

- Proposed and built Kubernetes platform on AWS for existing non-containerized microservice application
- Led IaC (Infrastructure as Code) study meetings
- Directed scrum-based team and process management
- Achieved 30% cost reduction and network stability by introducing AWS DirectConnect and optimizing instances and cache

SOFTWARE DEVELOPMENT | EARLIER CAREER

Application Developer

- Built bi-directional websocket application using webpack, RxJS, ReactJS
- Introduced Spring framework for Domain-Driven Design
- Developed 10+ projects from requirement definition to maintenance using Groovy, Java, Tomcat, TypeScript
- Designed and implemented UX for a banking sub-system

PUBLICATIONS

AWSクラウドネイティブデザインパターン (AWS CLOUD NATIVE DESIGN PATTERNS)

エンジニア選書 (Engineer Selection) | Co-Author | 2024

GRADLE徹底入門 (GRADLE IN-DEPTH GUIDE)

翔泳社 (Shoeisha) | Co-Author | 2014

EDUCATION

HOKKAIDO UNIVERSITY

BSc in Biology Science | 2001 - 2006

LANGUAGES

Japanese
Native

English
Business