# Transcript: AWS Partner Organization - Meet Marie, Senior Solutions Architect Manager

<https://www.youtube.com/watch?v=3EXt3qdLjF4>

**[00:00:00.00]** **– Speaker 1**

My name is Marie Schmanski, I am a Global Partner Solutions Architect Manager. I have been with AWS for six years.

**[00:00:10.00]** **– Speaker 1**

So I actually grew up and started my career down in San Diego but made the move to Seattle and AWS was the company I wanted to work for. My team focuses on two things, one we focus on scaling our engagements with our partners, so whether that's helping them to secure and optimize their solutions to go to market with us or if it's with my game day team we work on technical enablement for customers partners and everything in between to help them upskill on AWS.

**[00:00:42.00]** **– Speaker 1**

During my career at AWS I've spent the last four years in the partner organization. I've taken a couple different roles throughout that time. The team that I currently manage did not exist when I joined AWS six years ago so it really the innovation that's happened over the years in the partner org is what keeps me here.

**[00:01:03.00]** **– Speaker 1**

I have the privilege in my role to work with early career folks and career transition folks such as myself coming from nonprofit and transitioning into a technical role, I love the ability to do that and to grow and develop individuals. I think that the next generation of folks coming up in tech are cloud native and so that is really what excites me is the ability to grow and shape what the tech space looks like compared to what it has looked like in the past.