CHRIS MELISSINOS

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EXECUTIVE SUMMARY

Senior technology executive and strategist with over 20 years leading corporate strategy, business development, and developer relations across video games, media and entertainment, cloud computing, and telecommunications. Builds go-to-market strategy and C-suite partner relationships that convert into measurable outcomes, including $165M+ in identified opportunities, $5B+ in strategic M&A input, and multi-year corporate strategy roadmaps for Fortune 100 technology and media companies. Recognized global industry voice at GDC, TEDx, CNN, and National Geographic, and Smithsonian-commissioned curator. Trusted advisor to executive leadership and Boards of Directors on cloud, AI, immersive technology, and interactive entertainment strategy.

CORE COMPETENCIES

Corporate Strategy and Vision • Go-to-Market (GTM) Strategy • P&L Management • Mergers and Acquisitions (M&A) • Cloud Computing (AWS, Azure, GCP) • Developer Relations and Advocacy • Video Game Industry and Publishing • Artificial Intelligence (AI) and Generative AI • Immersive Technologies (AR, VR, XR) • 5G and Emerging Connectivity • OTT and Streaming Media • Board of Directors (BOD) Communications • Executive Leadership and Team Building • Partner Ecosystem Development • Public Speaking and Keynote Presentations • Brand and Marketing Strategy

PROFESSIONAL EXPERIENCE

Amazon Web Services (AWS), Herndon, VA — **2020 to Present**

Principal Evangelist, Amazon on AWS — *Apr 2026 to Present*

Serve as the critical link between Amazon's most innovative technical implementations and customers worldwide, working with Amazon business units and AWS senior architects to elevate world-class cloud deployments.

- Champion proven architectural approaches that inspire customers and the broader industry to think boldly about what cloud, AI, and emerging technology make possible.
- Co-host The Cloud Report, AWS's flagship news livestream program covering cloud, AI, and technology industry developments.
- AWS Senior Press Certified spokesperson. Represent AWS in media, keynotes, and press engagements worldwide.

Principal Evangelist, Video Games and Immersive Technologies — *Mar 2023 to Apr 2026*

Served as AWS's principal conduit to the global video games and immersive technologies industries across the AWS Game Tech organization, driving developer advocacy, executive engagement, and go-to-market strategy for cloud, AI, and streaming services.

- Member of the cross-Amazon leadership team operating strategy for the global video game industry, spanning AWS Game Tech, Twitch, Amazon Game Studios, Alexa Games, Amazon Luna, and Prime Gaming.
- Drove CxO engagement with AWS's top-tier customers and partners, generating 40+ new opportunities spanning global infrastructure, AI workflows, governance, and agentic development pipelines.
- Built 6 new media programs and 300+ pieces of original content, including livestreams, partner interviews, technical workshops, and podcasts, to grow developer community engagement.
- Owned go-to-market strategy, messaging, and customer engagement for Amazon GameLift Streams, AWS's pixel-streaming service.

Worldwide Strategy and Business Development, Open 3D Engine (O3DE) — *Dec 2021 to Mar 2023*

- Shaped global strategy for O3DE, an open source game engine, enlisting partners and building the roadmap for feature development.
- Drove AAA studio, independent developer, and non-gaming customer adoption of O3DE.
- Served as internal and external evangelist for O3DE and AWS Game Tech services.

Worldwide Game Technology Integration Lead — *Aug 2020 to Dec 2021*

- Built strategy and requirements for partnering with 34 game development tool providers, prioritizing low friction integration with core AWS services.
- Formed and led the first AWS Game Tech Customer Advisory Board with major publishers and tool providers.
- Supported global business development negotiations with AWS's Top 150 (T-150) strategic accounts.

Verizon, Basking Ridge, NJ — **2013 to 2020**

Director, 5G Disruption Team, Future Technology and Applications — *Sep 2019 to Aug 2020*

Led Verizon's 5G Disruption team, the future technology practice within Verizon's Corporate Strategy organization, identifying technologies and platforms to transform Verizon's digital future.

- Identified new opportunities to drive Verizon's business beyond core markets over a 5 to 10 year horizon, including autonomous technology, utility transformation, machine learning, and XR workspaces.

- Restructured the team's intake process, achieving a 400% increase in opportunity-assessment throughput.
- Built the business case for 8 new opportunity areas; secured investment for 2 during tenure, with 3 more subsequently funded.
- Deployed mmWave 5G infrastructure at Newlab, an NYC incubator, extending service to all member companies.

Executive Director, Interactive Entertainment, Verizon Media *Feb 2018 to Sep 2019*

- Shaped strategy for a next-generation interactive entertainment platform addressing a 160M+ customer base and $25B total addressable market.
- Managed a team of game industry professionals and developers to build a fully functional MVP combining multiple forms of media into a new consumer offering.
- Led development of partner incentive programs and was key contact for branding, design, and third-party agency relationships.
- Built complex financial models, including opex and capex projections, revenue splits, and subscriber growth forecasts.

Director, Corporate Strategy, Media and Entertainment *Jul 2013 to Feb 2018*

- Built and led a cross-functional strategy team, developing Verizon's long-term Media and Entertainment (M&E) strategy spanning OTT, ad tech, and interactive entertainment.
- Identified market opportunities that informed $5B+ in strategic acquisitions, including Intel Media, Fleetmatics, and AOL.
- Advised consultancies, including McKinsey, on corporate-level strategy for interactive entertainment segments aligned to Verizon's core markets.
- Owned Board of Directors (BOD) reporting for the M&E segment, including quarterly and annual strategy updates.

gopop.tv, Leesburg, VA **Nov 2012 to Jul 2013**

Co-Founder

- Co-founded an early-stage startup building a social platform around shared TV and online video viewing.

Verisign, Reston, VA **Jan 2011 to Sep 2012**

Vice President, Corporate Marketing and Communications

- Built and led a 40+ person organization spanning PR, investor relations, brand development, and web properties.
- Drove a full rebrand of Verisign, including new marketing, advertising, and messaging.
- Implemented a sales and opportunity capture program that delivered a 30%+ qualified lead increase, contributing to 20% of new sales for the threat mitigation line of business.

EARLIER CAREER

Sun Microsystems (2001 to 2010). Chief Evangelist and Chief Gaming Officer. Led Sun's corporate technology and platform evangelism and gaming strategy, generating $165M+ in cross-industry opportunities across finance, DoD, media, and Web 2.0, and representing Sun to press, analysts, and investors. Built Sun's Game Technologies Group and launched open source initiatives including the Java Game APIs and Project Darkstar. Drove business development with Electronic Arts, Activision, Sony Computer Entertainment, Sega, and others. Co-hosted Sun's JavaOne conference.

NOTABLE RECOGNITION AND INDUSTRY IMPACT

- Creator and Guest Curator, “The Art of Video Games,” Smithsonian American Art Museum. Exhibition on 40 years of video games as an artistic medium; 2.4M+ visitors across an 11-museum national tour. Founded PastPixels, LLC (2010 to 2015) to produce the exhibition and its tour. Authored the companion book, The Art of Video Games: From Pac-Man to Mass Effect. Featured on 20+ international news outlets.
- Game Developers Choice Awards, Ambassador Award, for advancing the video game industry and community.
- Founding Board Member, The Video Game History Foundation, a 501(c)(3) preserving video game history.
- Advisory Board Member: Purdue Polytechnic, Women in Games International, and GDC Community Clubhouse.
- Keynote speaker: GDC, GamesBeat Summit, TEDxHerndon, Supercell GamesFirst, RovioCon, Epic Games Executive Summit, and Keywords Studios Global Sales Kickoff. Featured in National Geographic's “80's Greatest Gadgets” and on Naavik's “Cloud Creations” podcast.

CERTIFICATIONS AND TRAINING

- AWS Senior Press Certified, media and spokesperson training
- Verizon Red Team Executive Training, Corporate Strategy

EDUCATION

BS, Public Administration, George Mason University