

Alexis Appollonia Robinson

CISA · PMP · MBA · AWS SOLUTIONS ARCHITECT – ASSOCIATE

Washington, DC area
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Summary

Product leader with 15+ years taking compliance, governance, and seller experience from a policy on paper to a platform people use. The work spans global markets, cross-functional programs, AI-supported product development, and regulated cloud. She is a principal product manager at Amazon Stores and an adjunct professor at California State University, San Bernardino.

Experience

Principal, Product Management — Compliance Seller Experience

Sep 2024 – Present

Amazon Stores · Arlington, VA

- Owns the compliance platform sellers meet when they list, expand, and stay in market, across the United States, the European Union, the United Kingdom, and Japan.
- Drove the Regulatory Governance Tech Harmonization strategy, resolving a multi-year architecture conflict across eight organizations and removing about 320 person-hours a month of manual regulatory work.
- Set a 47-metric Efficiency, Adoption, Satisfaction, and Effectiveness framework across four product themes, so leadership decisions stay tied to the seller lifecycle.
- Know Your Customer verification fell from 34.3 days to 18.8. The same body of work preserved \$544 million in gross merchandise sales and enabled more than \$224 million in high-risk selection.
- Led annual planning across 10 product workstreams. A 100-point score put 74% of the initiatives on a funded roadmap.
- 2025 milestones include Compliance Assist, full policy coverage in the compliance knowledge platform, expansion to 20 markets, a regulatory repository, and ingestion of 22+ regulatory databases.

Senior Manager, Industry Specialist — Security Assurance Engineering

Mar 2023 – Sep 2024

Amazon Web Services · Arlington, VA

- Published the AWS Best Practices Framework for Generative AI in November 2023, including the Audit Manager generative AI security best practices.
- Owned product strategy for AWS security compliance tooling so engineering teams could see audit activity, regulatory thresholds, and compliance posture as they built.
- Led technical program managers, business intelligence engineers, and industry specialists on compliance tooling, change management, and where AI applied.

Head of U.S. Government Security & Compliance

Jun 2021 – Mar 2023

Amazon Web Services

- Led the program behind FedRAMP, the Department of Defense cloud requirements, DFARS, ITAR, CMMC, and MARS-E.
- Led a 40-person assessment, continuous monitoring, and incident response organization for U.S. government cloud workloads.
- Co-authored the FedRAMP Authorization Act, enacted with the National Defense Authorization Act in December 2022.

Government Assessments Program Manager

May 2019 – Jun 2021

Amazon Web Services

- Set vision, scope, and timelines for U.S. government security assessments. Liaison to the FedRAMP Joint Authorization Board and the Defense Information Systems Agency.
- Led the assessment team for FedRAMP audits and DISA authorizations, and the public AWS pages for FedRAMP, FIPS, and the Department of Defense.

Senior Manager, Information Technology Risk and Assurance

Jan 2012 – May 2019

Ernst & Young · Tysons, VA

- Federal IT assurance and cybersecurity assessments. Sales from the work reached more than \$125 million over two years, including a \$6 million FISMA program across Navy, HHS, Army, and Air Force.
- Led a DFARS readiness assessment for controlled unclassified information on Microsoft Azure, including system security plans and closure of 1,300+ findings.
- Three promotions in seven years.

Consultant, Business and Technology Solutions

Jun 2010 – Jan 2012

CGI Federal · Fairfax, VA

- Production and accounting technology support for government agency systems, including seminars on upgrades and security specifications in Philadelphia and Washington, D.C.

Teaching

Adjunct Professor

2024 – Present

California State University, San Bernardino

- Introduction to Cloud Fundamentals and Security, and Cyber Analytics and Visualization.

Education

- Executive MBA, Quantic School of Business, 2023.
- B.S. Information Systems, University of Maryland, College Park, 2010. B.S. Accounting, 2011.

On stage

- re:Invent and re:Inforce. GRC track leader at re:Inforce, 2022–2024. ISACA speaker, 2018–2025.
- Boards: BESN X Community, Empow(H)er Cybersecurity, and iThriveHer, since 2020.
- Co-host of Resilience By Design.

Credentials

CISA PMP MBA AWS Solutions Architect – Associate Amazon Bar Raiser