

ANDRE SARA

Strategic Technology Leader | Google Cloud Fellow

+49 1515 6666 461 | andresara@gmail.com | linkedin.com/in/AndreSara

Frankfurt am Main, Germany. EU Blue Card Holder & Australian Citizen

I'm a technology strategist and engineer who builds innovation on a foundation of technical reality. My career has evolved from handling critical support calls at Microsoft to leading global AI and technology strategies for large enterprise transformation valued at over €600M. Cross-skilled in multiple cloud providers and Google Developer Expert in Cloud & AI, I operate as an enabler, visionary innovator, empowering engineers and colleagues to think outside the box, experiment confidently, and drive innovative ideas to commercial and customer success. I bring passion and inspiration to lead high-performing cross-functional, multi-cultural teams, empowering them to think outside of the box and thrive through community engagement and fostering a deep-rooted culture of innovation.

My value proposition lies in bridging the gap between the art of the possible in technology and the complex business and technical challenges that large organisations face across all sectors.

"Andre possesses profound knowledge and shares his professional experience without hesitation, displaying ethics and great communication, instrumental in mitigating contentious risks."

— Arthur Bass, Senior Program Manager, Ausgrid

STRATEGIC GLOBAL PORTFOLIO

Financial Services: Deutsche Bank, CommerzBank, Citi Bank, Bank Polski, BankID, Saudi Central Bank, ANZ Bank, NAB.

Regulated & Critical Systems: Western Sydney Airport, Maersk, Aramco, BAE Systems, ThyssenKrupp, Elisa.

Global Enterprise: Haliburton, Vodafone, Renault, AirFrance-KLM, Carrefour, Manchester United, Lotus.

PROFESSIONAL EXPERIENCE

Advisor Board Member

April 2026 - Present | KVR AI, Remote

I serve as Chief Technical Advisor for US-based Real Estate Startup KVR AI, helping the CEO and founder set the technical strategy and vision to effectively scale.

Field Chief Technologist, Chief Architect

March 2022 - Present | DXC Technology, Frankfurt, Germany

I serve as the technical authority for Global Enterprise accounts, responsible for defining Cloud & AI strategies and aligning vendor ecosystems with C-Level business goals.

Strategic Advisory: Acting as a technical authority for account CTOs, identifying gaps in business and technology landscapes. I help clients navigate complex vendor constraints and strategic roadblocks for major accounts including Deutsche Bank, Vodafone, and SKF.

Product Strategy: Guiding the development of DXC offerings to match industry trends. I focus on solutions that deliver measurable value through cost consolidation, automation, or unlocking new revenue streams for large enterprise customers.

Deal Strategy: Led technical strategy for pursuits generating €600M+ revenue. I coordinated cross-functional teams to align technical scope with commercial constraints for clients like Deutsche Bank, Maersk, and Saudi Central Bank.

SecOps & Observability Architecture: Defined engineering standards aligned with DORA and APRA, integrating Site Reliability Engineering (SRE) with security operations. I led the transition from legacy SIEM to cloud-native platforms (Chronicle, Dynatrace), establishing a unified data plane for performance and security. This automated evidence collection for SOC2 audits and enabled customers to shift from reactive detection to proactive threat mitigation.

Vendor Alliance Management: Securing maximum funding and commercial benefits for transformation projects across Azure, AWS, Google Cloud, OpenShift, Dell, and HPE. I build trust-based relationships that bridge the gap between vendor capabilities and client needs.

Architectural Governance: Providing architectural guidance and oversight for cloud projects. I conduct reviews to ensure technical viability, effectively bridging the gap between sales promises and engineering delivery.

Engineering Enablement: Substantiated technical leadership through continuous personal certification, ensuring all strategies are grounded in proven commercial reality, filtering out hype. Translated this practical knowledge into mentorship programmes that delivered 600+ Cloud certifications in under a quarter.

Technical Evangelism: Representing DXC as a customer success advocate at industry conferences and executive briefings, leveraging my status as a Chief Technologist and Google Developer Expert.

KEY PROJECTS & CASE STUDIES

Interconnected Data Mesh & AI Enablement (Supply Chain & Manufacturing)

- **Challenge:** Manufacturing and supply chain clients struggled with fragmented data across disparate sources. Heavy ELT/ETL churn was slowing down AI adoption and preventing real-time visibility.
- **Action:** Designed an interconnected Data Mesh architecture that served as the foundation for AI enablement. We built custom connectors that functioned as data translators, aggregating data points directly into BigQuery without complex transformation layers.
- **Result:** Accelerated the MLOps workflow significantly by reducing ETL overhead. This allowed product and data-analytics teams to access near real-time insights and deploy predictive models faster.

Cross-Cloud Data Migration Platform (National Australia Bank)

- **Challenge:** NAB needed to move massive datasets between cloud providers without locking themselves into a single vendor or compromising data sovereignty or business continuity.
- **Action:** Designed a migration platform using Event-Driven Architecture and TypeScript that allowed bi-directional data portability across AWS, Azure, and Google Cloud.
- **Result:** Ensured the bank met strict regulatory APRA CPS requirements while retaining the flexibility to use best of breed and cost-optimised services from different hyperscalers.

GenAI Innovation Hubs (Automotive & Banking)

- **Challenge:** Clients struggled to identify valid commercial use cases for Generative AI beyond simple chatbots.
- **Action:** Established dedicated Innovation Hubs in collaboration with customer business teams, prototyped rapidly using Vertex AI, Gemini Enterprise CX, Claude, and OpenAI GPT models, integrating with Genesys Cloud contact centre. We moved from ideation to production-ready pilots improving customer experiences and aftermarket service automation.
- **Result:** Successfully deployed solutions that directly improved customer service metrics and influenced the closure of major renewal contracts.

Customer Experience GenAI Transformation (Elisa Telecommunication)

- **Challenge:** Improving the quality of automated support to reduce the burden and volume on human agents.
- **Action:** Designed and deployed Generative AI architecture, integrating Google Gemini CX, multi-modal LLM in English & Finnish multi-language with Genesys Cloud CC and the customer portal to handle queries.
- **Result:** The automated key customer service workflows, created a seamless user journey that directly reduced call volumes, enhanced automated resolution rates and improved overall customer experience.

OPEX Virtualisation Strategy (Macquarie Group & BankID)

- **Challenge:** Both Macquarie Group and BankID faced massive CAPEX refresh cycles for aging on-premises VMware infrastructure.
- **Action:** I proposed and architected a shift to an OPEX / PAYG model to replace the heavy upfront investment. For Macquarie Group, we utilized Google Cloud VMware Engine (GCVE) to lift-and-shift workloads without refactoring. For BankID, we implemented Microsoft Azure VMware Solution.
- **Result:** Eliminated millions in hardware refresh costs, shifted financial liability to a consumption model, and enabled the banks to exit their data centres while maintaining their existing operational tooling.

Policy-as-Code for Regulated Compliance (DORA/BaFin)

- **Challenge:** Financial services clients were slowing down deployment cycles due to heavy manual compliance checks required by European (DORA) and German (BaFin) regulations.
- **Action:** Architected a Policy as Code framework that automated these regulatory checks within the CI/CD pipeline using GitOps principles.
- **Result:** Increased deployment velocity by 70% for distributed teams while maintaining a stricter audit trail than the previous manual process.

Mainframe-to-Cloud Modernisation (Global Bank)

- **Challenge:** A Tier-1 bank faced escalating licensing costs from Broadcom and IBM, with legacy infrastructure impacting their ability to release new features, with significant latency to cloud providers hindering innovation.
- **Action:** Led the strategy for a complete modernisation programme. We negotiated technical trade-offs with C-level stakeholders to restructure licensing.
- **Result:** Delivered \$80M in annual savings, reduced SDLC by 40% and enabled the utilisation of modernised cloud-native tools in Microsoft Azure and Google Cloud with minimised latency.

Western Sydney Airport (Master Systems Integrator)

- **Challenge:** A greenfield airport project required a cohesive data and end-to-end infrastructure strategy to manage real-time operations for a new 24/7 facility, supporting 20 Million travellers.
- **Action:** Orchestrated the technical pre-sales strategy for the \$90M Master Systems Integrator bid. We crafted a Platform Engineering narrative focused on real-time data handling and integration.
- **Result:** Won the contract against global competition, defining the digital backbone for Sydney's new airport.

Lead Architect, Senior Engineering Manager

September 2018 – February 2022 | DXC Technology, Sydney, Australia

I led the Platform Engineering practice with direct people management of 30 staff for the Asia-Pacific region, combining architectural governance and cloud advisory engagements,

Organisational Capability: Spearheaded the DXC One Cloud Guild initiative to democratise cloud skills, upskilling 10,000+ staff across APAC in AWS, Azure, and GCP. This large-scale cross-skilling programme bridged the gap between sales and delivery, earning me the internal title of DXC Distinguished Technologist.

Cloud Advisory Leadership: Led advisory engagements for ANZ Bank and Macquarie Group, designing cloud platforms that met business continuity and APRA CPS 234 regulatory requirements.

Asset Optimisation: Delivered \$30M in annual savings by designing a cloud strategy that prioritized existing technical assets. We maximized ROI by extending the utility of on-premises investments while migrating to a consumption-based OPEX model.

Banking Compliance (APRA): Led advisory engagements for ANZ Bank and Macquarie Group, designing cloud platforms that met data sovereignty and APRA CPS 234 requirements.

Ausgrid (Critical Infrastructure): Led a post-incident review of a major MDM failure (AirWatch/PKI) that impacted 3,000 field devices. Following the investigation, I led a cross-functional Agile team to redesign the employee identity experience using Human-Centred Design (HCD) principles.

Sydney Water: Defined the Mobile Platform Strategy to support field workers and 5 million external customers. We integrated Auth0 for identity management and designed architecture patterns for secure mobile data access.

Downer Group: Conducted a deep-dive enterprise architecture review of 14 Active Directory domains across 5 countries. Authored the strategy roadmap to amalgamate HR systems and automate identity onboarding/offboarding via Azure AD, an engagement that impacted **26,000 employees**.

Reserve Bank of Australia (RBA): Reviewed the current state identity management platform and provided architectural options to replace legacy AD-LDS scripts, ensuring alignment with strict federal security standards.

Assistant Lecturer

April 2019 – May 2021 | University of Technology (UTS), Sydney, Australia

Lectured postgraduate students on Agile and Waterfall methodologies. My focus was on bridging the gap between academic theory and the messy reality of enterprise engineering management.

Cloud Solution Architect

September 2013 – September 2018 | Travelport (Galileo), Sydney, Australia

Travelport is a high-volume travel commerce platform. This role involved direct product engineering ownership and pre-sales architecture.

High-Scale Engineering: Managed product design for a transactional flight-ticket processing system handling USD \$2BN in annual value. We optimised the backend for high throughput and 99.999% availability using SQL Server Data Warehousing with terabyte-sized databases.

Data Analytics: Built real-time reporting dashboards using Power BI to track robotic automation performance and drive data-led decision making.

Security Automation: Maintained PCI-DSS certification for 8+ years across 5 APAC data centres. I designed automated penetration testing (OWASP) and vulnerability scanning to ensure continuous compliance.

Mid-Office Automation: Engineered a push-to-market solution that allowed 1,000+ travel agencies to automatically upgrade software. This solved a major visibility issue for the Operations team and ensured license compliance.

Vendor Negotiation: Renegotiated OEM redistribution license contracts with SAP, securing long-term pricing benefits and adding premium software tiers at previous lower-grade rates.

Lead Systems Engineer

October 2007 – September 2013 | Travelport (Galileo), Sydney, Australia

Data Centre Migration: Planned and executed a complex migration from Hong Kong to Atlanta. This involved end-to-end network design, disaster recovery planning, and stakeholder communication.

DevOps Leadership: Led a team of 20 engineers (onshore and offshore). We implemented PowerShell orchestration to centralise deployment and release management, significantly reducing manual toil.

Development Infrastructure: Consolidated fragmented development environments into a virtualised, self-service private cloud. This allowed developers to create VMs on demand (Cisco UCS), reducing regression testing cycles.

Incident & Change Manager (Optus Corporate)

October 2007 – September 2013 | Travelport (Galileo), Sydney, Australia

Operations Leadership: Supported the Optus Corporate Service Desk, overseeing support for **11,000 employees** across Australia and New Zealand.

Incident Management: Worked in a **12-hour shift rotation** handling the full lifecycle of technical issues, ranging from Desktop Support to P1 Major Incident Management.

Change Governance: Managed the Change Management process, ensuring all changes were risk-assessed and approved before deployment to production environments.

Lead Platforms Engineer / Team Lead (Microsoft)

October 2007 – September 2013 | Travelport (Galileo), Sydney, Australia

Team Leadership (Level 3): Led a team of 30 Microsoft Technical Support (MTS) Engineers. I managed all Level 4 technical escalations and was responsible for mentoring the team on both complex troubleshooting and customer service soft skills.

Career Progression: Advanced rapidly through the support tiers, starting as a Level 1 Support Engineer handling high daily call volumes, promoting to Level 2 Platforms & Workplace Engineer, and finally to Team Lead.

EDUCATION & CERTIFICATION

Master of Information Technology: Cyber Security & Cloud Architecture, *University of Technology Sydney (UTS)* 2017

Bachelor of Computer Engineering | *University of Sydney (USYD)* 2001

Industry Accreditations & Proficiency

- **Google Developer Expert (GDE)** in Cloud & AI (2025)
- **Google Cloud Certified Fellow** (Hybrid Multi-Cloud) – *Global certification held by <50 individuals*
- **Google Certified Generative AI Leader** (2025)
- **Google Certified Professional Cloud Architect**
- **SAFe 5.0 Professional Certified Scrum Master**
- **DXC Distinguished Technologist**

AI & Data: Vertex AI, Gemini, Claude, OpenAI GPT, BigQuery ML, Vector Search, Data Mesh, SQL Server Data Warehousing (Terabyte-scale), Power BI.

Cloud Platforms: Google Cloud Platform (GCP), AWS, Azure, Google Cloud VMware Engine (GCVE), Azure VMware Solution (AVS), Hybrid Cloud (Anthos/GDC).

Containerisation & Orchestration: Kubernetes, GKE (Google Kubernetes Engine), AKS (Azure Kubernetes Service), EKS (Amazon Elastic Kubernetes Service), OpenShift.

DevOps & Security: GitOps, Code Scanning Tools, Fortify, OWASP, Policy-as-Code.

Legacy & Systems: Windows Server (XP to 2022), .NET, JVM Java, Sybase PowerBuilder, Sybase Databases.

Regulation: APRA CPS 230/234, DORA, GDPR, PCI-DSS, ISO 27001.

Observability: Dynatrace, Splunk, Elastic, AppDynamics, New Relic.

COMMUNITY & THOUGHT LEADERSHIP

Keynote Speaker: Delivered technical keynotes on Generative AI Strategy and Cloud Innovation in over 20 cities globally (including DevFest Sydney, Adelaide, Beirut).

Responsible AI Advocate: Designed and presented talks on "Ethical and Responsible AI Development," advocating for safety, transparency, and bias mitigation.

Volunteer: Volunteer carer for the Australian Guide Dog puppy raising program.