

ALEKSANDAR PANCHEVSKI

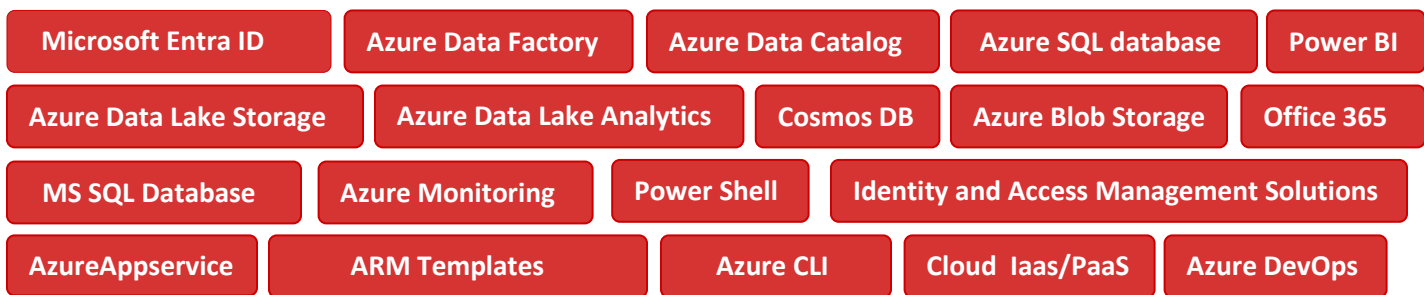
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★ PROFILE SUMMARY

With over 11 years in IT infrastructure and cloud solutions, I am Solutions Architect Lead specializing in designing and implementing scalable technologies and AI. Recognized on Deutsche Telekom Wall of Young Talents and as an international conference speaker, I excel in leading teams and delivering end-to-end solutions. Experienced in projects across the governments, medical industry, banking applications, telecommunications. Fluent in English and French, I effectively communicate across diverse teams and clients. Microsoft Azure certifications (Fundamentals, Administrator, Developer, Solution Architect, DevOps, AI) and a Master's degree in IT (Project Management).

★ SKILLS



★ WORK EXPERIENCE

Microsoft Paris France **Solutions Architect Lead** **2024/05 - present**

In my current role at Microsoft, I lead the design and implementation of innovative cloud solutions for enterprise clients and governments. I am responsible for driving the technical strategy, overseeing solution architecture, and ensuring the successful delivery of complex projects. My role involves collaborating with cross-functional teams and stakeholders to deliver scalable and high-impact solutions that align with business goals.

- 1. Solution Architecture and Design:**
 - Spearhead the development of cutting-edge cloud solutions, leveraging Microsoft Azure and other technologies to address clients' specific needs and challenges.
 - Design and validate scalable architectures, ensuring they meet performance, security, and compliance requirements.
- 2. Client Engagement and Strategy:**
 - Lead client engagements from initial consultations to solution delivery, translating business requirements into technical specifications and roadmaps.
 - Develop and present strategic recommendations to senior stakeholders, influencing key decisions and driving project success.
- 3. Project Management and Delivery:**
 - Oversee the end-to-end delivery of high-impact projects, managing timelines, resources, and budgets to ensure successful implementation.
 - Coordinate with cross-functional teams, including engineering, product management, and support, to deliver solutions on time and within scope.
- 4. Technical Leadership and Innovation:**
 - Provide technical leadership and mentorship to team members, fostering a collaborative environment and promoting best practices in solution architecture.
 - Drive innovation by staying abreast of industry trends and emerging technologies, integrating

Cappgemini
Paris
France

Project Lead, AI for Tax Automation

2021/09 – 2024/05

I led a pioneering project integrating AI technology (French government) to identify undeclared swimming pools, collaborating with Google to enhance tax compliance and generate additional revenue. I was responsible for overseeing the end-to-end deployment and optimization of AI-driven systems for detecting and verifying property improvements. My role included managing a cross-functional team and driving the project's success across multiple phases.

1. Project Management and Leadership:

- Directed a cross-functional team of data scientists, software engineers, and tax experts in developing and deploying AI technology for identifying undeclared swimming pools.
- Ensured the project met its objectives, including accuracy in detection and adherence to regulatory requirements.

2. AI System Implementation:

- Oversaw the implementation of AI software designed to analyze aerial images and cross-check them with public property records, leading to the identification of 20,356 previously undeclared pools.
- Coordinated with Google to fine-tune the machine learning algorithms, resulting in a highly reliable system with a 94% accuracy rate.

3. Stakeholder Management and Communication:

- Engaged with French tax authorities, managing expectations and addressing concerns related to the system's reliability and impact on fieldwork.
- Facilitated discussions with political and union stakeholders to navigate opposition and integrate feedback into the system's rollout strategy.

4. Revenue Generation and Compliance:

- Contributed to an estimated \$40 million increase in tax revenue by ensuring accurate reporting and compliance through the AI system.
- Monitored and reported on the project's success, demonstrating its effectiveness in generating additional revenue and enhancing tax compliance.

5. Strategic Planning and Expansion:

- Developed strategies for expanding the AI system's application to identify other types of undeclared property improvements, including home extensions and verandas.
- Managed the nationwide rollout plan, addressing challenges and optimizing the system's performance across diverse regions.

Deutsche Telecom
Skopje
Macedonia

Cloud Solution Architect

2015/04 – 2021/09

In my consultant role, I am a member of Deutsche Telecom Cloud DevOps team where I architect, migrate and deploy enterprise solutions based on Microsoft Azure, GCP, AWS. I also work closely with sales team providing technical assistance on potential opportunities that can leverage Microsoft Azure Suite and Migration infrastructure.

Major responsibilities in my current role include working with enterprise clients developing solutions around.

1. Information management, big data storages, Machine learning, Analytics and Cognitive services.
2. Datacenter Transformation (Azure Kubernetes Services (AKS), VM deployments, Networking, ExpressRoute)
3. Security, Compliance, Privacy and Complex Stored Procedures (Identity, Governance, RBAC, GDPR).

**Deutsche Telekom
Skopje
Macedonia**

Azure DevOps

2013/06 – 2015/04

I lead Cloud Development Team with an end-to-end business responsibility and was responsible for App migration with growth and delivery targets. I have managed a team of 6 persons with CSAT targets and had successfully lead responses of large RFPs.

Following were the major responsibilities that I had when in role:

1. Run the Infra and Cloud computing business for T-Mobile starting from business plan, customer acquisition strategy, go to market plan and delivery.
2. Successfully lead responses of half-million-dollar RFP responses and winning business.
3. Implemented Industrialized Services model for cloud computing and Infra services.
4. Responsible for heading Cloud migration factory which migrated more than 20 App to Azure Cloud.
5. Successful in delivering more than 30 projects with 100% CSAT.