

ANDREW QURAIISHI

Digital Transformation Leader

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PROFESSIONAL SUMMARY

Digital Transformation Leader with 20+ years driving enterprise-scale technology transformation across data modernization, cloud migration, AI integration, and organizational change for Fortune 500 clients, global consulting firms, and Microsoft-aligned technology partners. Proven track record translating ambitious transformation vision into executable, phased programs that deliver measurable business outcomes—including \$160M+ in new project revenue, 80% platform cost reduction, and 200% analytics practice growth. Equally effective as a strategic advisor, program architect, and executive stakeholder—engaging boards and C-suites on transformation investment while directly leading multi-workstream delivery across cloud, data, AI, and analytics domains. Deep expertise in Microsoft Azure, Microsoft Fabric, and Databricks, combined with a proven ability to align technology transformation to operating model redesign, workforce enablement, and long-term competitive advantage.

CORE PROFESSIONAL CHARACTERISTICS

Visionary Product & Go-To-Market Strategist Conceives and shapes innovative GTM offerings by re-imagining how emerging and enterprise technologies can work together, translating technical capability into market-ready, revenue-driving solutions.

Strategic & Decisive Leader Brings strong strategic judgment and decisiveness to complex, high-stakes initiatives—making hard architectural, product, and program decisions that align long-term business objectives with execution reality.

Relentless Problem Solver Exhibits exceptional persistence and analytical depth—continuously researching, validating, and refining approaches until solutions are accurate, defensible, and scalable.

Integrator of Business, Technology & People Serves as a unifying force across business, technology, and delivery teams—leveraging emotional intelligence to balance competing priorities, align stakeholders, and turn strategy into coordinated action.

People Elevator & Continuous Learner Actively lifts individuals and teams to higher performance through mentorship and empowerment, while maintaining a deep commitment to learning from domain experts and top performers across disciplines.

TRANSFORMATION IMPACT

- \$160M+ new project revenue driven through transformation solutioning — Deloitte
- \$28M cloud analytics growth via end-to-end cloud transformation — Datavail
- \$4.5M revenue from enterprise data & AI transformation — Blue Orange Digital
- 80% analytics platform cost reduction: full platform transformation — Carpenter Technology
- 200% analytics revenue growth from new cloud transformation GTM model — Inviso
- Multi-region delivery transformation: US, Canada, LATAM, India, Eastern Europe — Quantum
- Enterprise data & AI platform transformation: Fortune 1000 manufacturer — Carpenter
- \$0.8M net-new Azure client acquisition via transformation advisory — EXL / Datasource

CORE TRANSFORMATION LEADERSHIP COMPETENCIES

- Digital transformation strategy, vision development & C-suite advisory
- Enterprise cloud migration: Azure adoption, platform modernization & cloud operating model
- Data & AI transformation: modern data platforms, analytics modernization & AI integration
- Organizational change management, adoption planning & transformation enablement
- Operating model redesign, governance framework design & delivery model transformation
- Microsoft Azure, Fabric, Databricks & Power BI transformation leadership

- Multi-workstream program governance, risk management & executive reporting • Microsoft co-sell, partner GTM motions & transformation offering development
- Investment roadmap development, business case design & multi-year budget modeling • AI & Copilot transformation strategy, Azure OpenAI integration & agentic AI readiness
- Cross-functional stakeholder alignment: IT, Finance, Operations, HR & executive leadership • Team leadership, talent development & transformation capability building

PROFESSIONAL EXPERIENCE

Senior Solution Architect – Microsoft Practice | Blue Orange Digital *Feb 2025 – Oct 2025 • New York, NY*

Led Microsoft practice strategy and transformation engagement delivery for a boutique analytics and AI consultancy—advising enterprise clients on data and AI transformation roadmaps and owning the full presales-to-delivery lifecycle across Azure, Microsoft Fabric, and Power Platform.

- Shaped enterprise transformation strategies for clients across data modernization, cloud adoption, and AI integration—translating multi-year vision into phased, investment-grade roadmaps and governance models.
- Built reusable transformation assets—reference architectures, migration roadmaps, operating model templates, and governance frameworks—that accelerated client decision-making and shortened time to transformation value.
- Designed and deployed Microsoft Fabric demonstration environments to build executive confidence and organizational alignment, removing adoption barriers and accelerating transformation investment decisions.
- Partnered with sales, marketing, and delivery leadership to shape transformation narratives and close \$4.5M in new project revenue.

Enterprise Fabric Solutions Architect | Carpenter Technology Corporation *Jul 2024 – Jan 2025 • Reading, PA*

Led a full enterprise data and analytics transformation for a Fortune 1000 specialty metals manufacturer—owning transformation strategy, C-suite alignment, platform delivery, and post-launch optimization across IT, Finance, and Operations.

- Drove organizational transformation from production-dependent, siloed analytics to a governed, self-service enterprise analytics platform—delivering the company's first modern data platform on Microsoft Fabric.
- Built the executive business case and transformation roadmap that secured C-suite approval and budget—articulating not just technical value but operational, financial, and strategic transformation outcomes.
- Transformed data governance posture from ad hoc to enterprise-grade—implementing Microsoft Purview, sensitivity labels, RBAC, and compliance controls aligned to corporate security policy.
- **Delivered end-to-end platform transformation:** SAP and Azure SQL ingestion, Fabric Lakehouse/Warehouse build-out, PySpark and T-SQL transformation engineering, and Power BI semantic model delivery.
- Reduced total analytics platform cost by 80% through transformation-driven architecture optimization—validating ROI and enabling executive confidence for expansion into AI and Copilot use cases.
- Established AI transformation roadmap integrating Copilot and Azure OpenAI with governed access controls—positioning the organization for the next phase of its data and AI transformation.

Director, Client Solutions | Quantum Consulting Corporation *Mar 2023 – Jul 2024 • Mead, CO*

Director-level digital transformation advisor within a \$2.4B global IT consulting firm—owning enterprise transformation strategy, C-suite client relationships, and global delivery model expansion.

- Led enterprise digital transformation engagements at C-suite and board level—advising organizations on cloud platform strategy, data modernization, Microsoft Fabric adoption, and operating model redesign.
- Produced transformation business cases, multi-year investment roadmaps, and operating models that secured executive sponsorship and budget for large-scale technology transformation programs.
- Designed transformation governance structures—including governance councils, role definitions, and delivery operating models—to sustain transformation momentum and long-term compliance posture.
- **Drove global delivery transformation:** expanded partner and delivery ecosystem across U.S., Canada, LATAM, India, and Eastern Europe—scaling capacity, reducing cost, and enabling more complex transformation engagements.

Director, Cloud Strategy | Inviso Corporation

Apr 2022 – Mar 2023 • Bellevue, WA

Built and led the cloud transformation function for a Microsoft-aligned technology partner—architecting a new go-to-market model, establishing direct customer engagement, and driving 200% growth in cloud transformation revenue.

- Designed and launched a new Azure cloud transformation GTM model combining Microsoft co-sell with direct customer engagement—the company's first customer-direct transformation channel and a new revenue stream.
- Led client-facing cloud transformation engagements across Azure migrations, data platform modernization, and security—qualifying, solutioning, and closing deals across enterprise accounts.
- Built and delivered a Functional Solution Architect transformation training program—elevating the team's cloud transformation depth and enabling consistent, high-quality transformation delivery at scale.
- Drove 200% increase in cloud transformation revenue in under 12 months through disciplined GTM execution, executive client engagement, and repeatable transformation delivery playbooks.

Manager, Strategy & Analytics | Deloitte Consulting LLP

Apr 2021 – May 2022 • Denver, CO

Led enterprise data and analytics transformation engagements for Fortune 500 clients within Deloitte's Strategy & Analytics practice—managing multi-disciplinary teams from transformation discovery through phased delivery.

- Directed large-scale analytics platform transformations—migrating Fortune 500 clients from on-premises EDW and data lakes to Azure, encompassing platform architecture, governance, security, and scalability.
- **Led transformation discovery:** C-suite stakeholder interviews, current-state assessment, requirements definition, and future-state architecture design for complex, multi-year transformation programs.
- Directed enterprise data governance transformation using Synapse Serverless and Databricks—establishing metadata strategy, data catalog, and lineage documentation as foundational transformation outcomes.
- Influenced \$160M+ in new transformation project revenue through solutioning, proposal leadership, and strategic account development across the Fortune 500 portfolio.

Manager, Solutions Architecture | Datasource Consulting (EXL)

Sep 2020 – Apr 2021 • Denver, CO

- Served as primary transformation architect for Azure modern data platform engagements—leading organizations through cloud data platform adoption, analytics transformation, and hybrid architecture programs.
- Built a practice-wide cloud transformation framework—standardizing discovery, requirements gathering, solution design, and budget modeling—enabling faster, more consistent transformation delivery.
- Supported \$0.8M in net-new Azure client acquisition through transformation advisory, technical engagement, and proposal development.

Cloud Architect | Datavail

Oct 2017 – Sep 2020 • Broomfield, CO

- Principal cloud transformation architect for analytics and BI programs—delivering enterprise cloud transformation across Azure SQL, ADF, Synapse Analytics, and ADLS Gen2 for mid-market to enterprise clients.
- Developed transformation proposal frameworks and delivery playbooks for engagements from \$20K to \$4M—contributing to \$28M in cloud analytics transformation growth.
- Led enterprise reporting modernization and database migration transformations; operationalized delivery through DevOps tooling and automation, accelerating post-transformation operational readiness.

Senior BI Architect | CenturyLink / Level 3

2016 – 2017 • Broomfield, CO

- Led enterprise analytics transformation of a global corporate data warehouse—delivering semantic layer modernization, financial reporting transformation, and reporting automation for multinational stakeholders.
- Enabled \$400–500K MRR uplift through analytics transformation, reporting optimization, and operational reporting enhancements.

Earlier Experience — BI Architect / Technical Analyst | 2014–2016 | Colorado

- Delivered analytics and data warehousing solutions, developing foundational skills in requirements gathering, stakeholder engagement, and technology-led business transformation.

TRANSFORMATION DOMAIN EXPERTISE

- Cloud Transformation: Azure adoption, cloud-native architecture & migration lakehouse modernization, EDW migration & self-service analytics
- AI & Copilot Transformation: Azure OpenAI, Copilot integration & agentic AI Power BI, Direct Lake, enterprise reporting modernization
- Governance Transformation: Microsoft Purview, RBAC, data policy & compliance Transformation: delivery model redesign, org enablement & change adoption
- Practice Transformation: offering build, team enablement & GTM model design Transformation: Microsoft co-sell, global delivery & partner strategy
- Data Platform Transformation:
- Analytics Transformation:
- Operating Model
- Partner Ecosystem

SELECTED TRANSFORMATION ENGAGEMENTS

Carpenter Technologies (Azure, Microsoft Fabric) • General Motors Financial (Azure, Databricks) • Flowers Foods (Azure, Databricks) • Marine Federal Credit Union (Azure, Databricks) • Johnson Brothers (Microsoft Fabric, Power BI) • Duty Free Americas (Azure, Power BI) • Otter Products (Azure, Power BI) • American Red Cross (Azure, Power BI) • Hanover Re (Azure, Power BI) • Unified Trust (Azure, Power BI)

CERTIFICATIONS & CREDENTIALS

- Microsoft Agentic AI Business Solutions Architect Expert
- Fabric Data Engineer Associate
- Azure Administrator Associate
- Azure Fundamentals | AI Fundamentals | Power BI
- Databricks Certified Data Engineer Associate
- Azure Solutions Architect Expert
- AI Transformation Leader
- Azure AI Engineer Associate
- TOGAF 9 Certified – Enterprise Architecture Framework
- AWS Solutions Architect Coursework

EDUCATION

- M.S., Agricultural Business — Royal Veterinary and Agricultural University
- B.S., Wildlife Science — University of KwaZulu Natal