Andrea Coluccio

My mission: Infusing logic with creativity to generate excellence and fairness.

I am a professional **with 20+ years of experience and a passion for continuous learning**.
My background is in cloud architecture, partner and account management, consulting, app development.

Strong interest and experience in **Sustainability, Program Management, Tech Strategy** as well as experience in Project Management, Account Management, technical pre-sales, DevOps, Cloud Architecture.

What people find most valuable about me

> Balanced mix of **management and technology skills**

> Passion for **linking technology to business value**

> Demonstrable capacity to **build trust relationships** with stakeholders

> Ability to leverage **presentation skills to deliver business impact**

> Lifetime **passion for Microsoft tech and values**

> Analytical thinking with a dash of creativity

Areas of expertise

Sustainability
For the past two years, I have been working with global Microsoft partners to drive sustainability transformation using Azure and the Microsoft Cloud for Sustainability. My areas of expertise include carbon accounting, ESG reporting, and green cloud solutions.

Account, Partner, and Program Management
6 years in account and global partner management at Microsoft driving trust, consumption and business value.

Previous experience as a Project Manager with large enterprises in finance, transportation, engineering.

PMP Project Management Professional certification.

Azure + Dev
7-year experience in enabling customers and partners getting the best value out of Azure services and Microsoft development technologies.

15-year experience as Analyst, Architect, Designer and Developer for enterprises in retail, finance, and transportation.

Microsoft Certified: Azure Solutions Architect Expert +8 other relevant certifications.

DevOps
7-year in helping organizations with their DevOps transformation.

MCSD: Application Lifecycle Management, Professional Scrum Master certifications.

Some examples of achievements

Action	Result
Closely worked with a global SI partner to accelerate delivery and build trust in selected strategic accounts.	**Increased attributed revenue by 90% YoY.**
Co-led a team to advise and enable GSI partners to develop their **Sustainability** practices, offering and solutions.	**5 sustainability solutions published** in the Azure marketplace + extensive partners pipeline + high-profile joint announcements at COP27.
Managed and delivered services to **one of the largest Azure customers worldwide** by building trust in our capability of delivering excellence.	**Increased engagement size by +100%** while ensuring delivery of business value and high customer satisfaction.
Developed and delivered popular IP on Microservices, DevOps, Data Mesh. Coached others to re-deliver and keep improving the content.	The content have been delivered to hundreds of Microsoft employees, customers, and partners. This has contributed to design Microservices and Data Mesh strategies and create business value for countless organizations.

Work experience

4/2021 – present

Microsoft - Global Partner Cloud Solution Architect

Working with our global partners to create business value for our strategic enterprise customers, I provide advisory and drive transformation in digital and sustainability with a focus on Azure architecture, Microservices, Data, DevOps and the Microsoft Cloud for Sustainability.

In the sustainability solution area, I work strategically with global partners to help them build their sustainability offering and solutions based on Microsoft technology. I support them in customer conversations and accelerate the delivery of sustainability transformation to our customers. I work closely with sustainability-related engineering and product teams in Microsoft to generate feedback loops and improve our products and services. I co-lead a sustainability-focused virtual team of partner architects in my organization, regularly contribute to the authoring of technical guidance content and collaborated on the creation of the Sustainability Workloads section of the Azure Well-Architected Framework and to the Industry Well-Architected Framework for the Microsoft Cloud for Sustainability.

In this role I enjoy a mix of cloud architecture work, strategic partner development, account-centric orchestration, and technical pre-sales.

3/2021 – 4/2021

Microsoft - Senior Customer Success Account Manager – App Dev

4/2017 – 3/2021

Microsoft - Senior Application Development Manager

Helping enterprise customers to unlock the power of Microsoft technologies to achieve their goals. Focus on service planning, advisory, workshop delivery, proof of concepts and support in the development, DevOps and Azure spaces.

This role allowed me to do a mix of account management and technical delivery which translates in delivering and coordinating advisory services while ensuring customer satisfaction, contract consumption and delivery margin.

Managed large enterprise customers in online retail, pharmaceutical and financial industry including one of the largest Azure customers worldwide.

10/2015 – 4/2017

Harrods - Solution Developer

Worked on Harrods' most strategic change project aimed to integrate different solutions and systems to create a real omni-channel experience. Designed and developed back-end and integration software and introduced the use of SOLID, TDD, DI, DevOps and Telemetry to the team.

Due to my exposure to multiple enterprise systems with complex interdependency network, I frequently interacted with numerous internal and external stakeholders which helped me strengthen my familiarity with the organizational and technical complexity typical of the enterprise world.

6/2014 – 9/2015

Lynx spa - Solution Architect

Contractor for **Lynx spa** (system integrator operating in Italy, Spain, Turkey lynxspa.com) with clients including **Almaviva** (system integrator almaviva.it), **Trenitalia** (railway company trenitalia.com).

Worked on several WCF/C# based middleware and back-end software projects serving tens of thousands of train tickets vending machines, mobile devices and travel agencies. Particularly focused on software architecture, development, stress-test/performance tuning, data contract design. During my typical working day I would **write code 50% of the time** and perform architectural advising, documentation, team leading activities the remaining time.)

6/2013 – 5/2014

Independent .Net, Azure and ALM Consultant and Trainer

Worked as a Consultant and Trainer on the Microsoft technology stack including .Net, Azure PaaS, ASP.NET MVC, Team Foundation Server, Facebook API, Agile and Waterfall IT Project Management. 50% hands-on, 50% trainer/advisor. Clients list includes Fast Lane (global training provider flane.com), PwC, Double Consulting (tech consulting firm www.doubleconsulting.it), IBL Banca (bank iblbanca.it), Almaviva (system integrator almaviva.it).

5/2011 – 5/2013

NTT Data - ALM and Azure Consultant

As a contractor for NTT Data, I helped Neomobile Group (mobile commerce operator) migrate part of their software base to Azure PaaS, develop a mobile payment service based on Azure, implement automated test for their software. Worked on analysis and development of the company's TFS-based CI/CD tools and procedures.

11/2009 – 4/2011

Nergal Consulting - ALM Consultant & Team Leader

Worked with Alitalia (flagship airline) to define their application lifecycle management model based on MSF. Driven their Microsoft Team Foundation Services implementation to enable DevOps practices. Provided internal training courses and architectural advice on SOA reengineering programs.

6/2002 – 12/2009

Eidos - Project Manager, Solution Architect, Delivery Process Manager

During my 7 years at Eidos (system integrator) I worked as a Developer, Analyst, Architect and Project Manager on tens of software developments and maintenance projects based on the Microsoft technology stack.
From 2005 I worked as a Delivery Process Manager in charge of the company's Application Lifecycle Management procedures and tools. Clients included top European banks (MCC/Unicredit unicredit.com, BNL/BNP Paribas www.bnl.it), Italferr (railway engineering www.italferr.it), Capgemini capgemini.com, Altadis Italia (Imperial Tobacco www.imperial-tobacco.com)

1/2000 - 6/2002

Servizi Innovativi - Technology Architect & System Engineer

Certifications

Title	Issuer
Microsoft Certified: Azure Solutions Architect Expert	Microsoft
Professional Scrum Master	Scrum.org
PMP - Project Management Professional	Project Management Institute
MCSD: Application Lifecycle Management	Microsoft

Other certifications:
Microsoft Certified: Azure Developer Associate, OMG - Certified UML Professional, Microsoft Specialist: Developing Microsoft Azure Solutions, MSF Practitioner, MCAD Microsoft Certified Application Developer, MCSD Microsoft Certified Solution Developer, MCDBA Microsoft Certified Database Administrator, MCPD on .Net 1.0, 2.0, 3.5, 4.0, MCPD on Windows Azure (Charter Member), MCSE Microsoft Certified Systems Engineer, MCSA Microsoft Certified Systems Administrator

Education and memberships

Education: Liceo Scientifico "Zaleuco", Italy

Memberships: Project Management Institute - United Kingdom Chapter and Rome Italy Chapters

Contact details

Address: SE1 1AP **London**

Email mail@ACsharp.com   Web site www.ACsharp.com   LinkedIn linkedin.com/in/andreacoluccio