

Executive Biography

Paulo Crespo Pereira

Senior Data, Analytics & AI Solution Architect | Enterprise AI & Cloud | Digital Transformation Leader

Paulo Crespo Pereira is a **Senior Technology Executive and Strategic Architect** operating at the intersection of **Artificial Intelligence, Data Engineering, and Cloud Computing**, with a career defined by enterprise-scale transformation, technical leadership, and measurable business impact. Driven by curiosity, innovation, and a strong sense of purpose, Paulo has built his professional journey around solving complex problems, enabling organisations to scale responsibly, and empowering people through knowledge, mentorship, and collaboration.

Currently serving as **Senior Data, Analytics & AI Solution Architect at Infosys do Brasil**, Paulo combines deep technical expertise with strategic vision — positioning technology not as an end in itself, but as a catalyst for **organisational evolution, operational excellence, and sustainable growth**. His work spans multiple industries and geographies, with a strong focus on Enterprise AI, Generative AI, Cloud Architecture, and Modern Data Platforms, always aligned with tangible business outcomes.

LEADERSHIP PHILOSOPHY & PROFESSIONAL PURPOSE

At the core of Paulo's professional identity is the belief that **technology only creates value when it is understood, adopted, and trusted by people**. He fosters environments where **learning is continuous, innovation is encouraged, and execution is disciplined** — translating complex technical concepts into day-to-day operational value for teams at every level of the organisation.

Mentorship is central to his leadership style. Over the years, Paulo has actively contributed to the growth of professionals across different seniority levels, navigating technical complexity, career development, and leadership responsibilities. His approach balances **high technical standards with empathy and clarity**, ensuring teams remain engaged, resilient, and aligned with shared objectives.

ENTERPRISE AI, GENERATIVE AI & INTERNATIONAL EXPERIENCE

Paulo has deepened his specialisation in Artificial Intelligence through certification in **AI First Strategy** and advanced enterprise AI programmes. His expertise spans **Enterprise AI architectures, Generative AI, LLM-based solutions, RAG (Retrieval-Augmented Generation), LangChain, LangGraph, AI Agents, MCP (Model Context Protocol)**, and AI Orchestration — always with a strong emphasis on scalability, security, and real-world applicability.

A significant milestone in his international experience was his participation in an **Enterprise AI event in Chile**, where he acted as the **Brazilian Technical Leader for the TOPAZ platform** — Infosys' flagship Enterprise AI solution. In this role, Paulo represented Brazil in

global discussions, shared best practices, and contributed to cross-regional knowledge exchange, reinforcing his position as a trusted voice in international AI initiatives.

AI CENTER OF EXCELLENCE, GOVERNANCE & STANDARDS

Paulo actively supported the **creation and structuring of an Artificial Intelligence Center of Excellence (AI CoE)** in Brazil, with the objective of centralising expertise, defining standards, accelerating innovation, and scaling AI adoption across projects and business units. Key contributions include:

- Defined and implemented a standardised development framework using **Clean Architecture, SOLID principles, Vertical Slice, and Spec-Driven Design**, ensuring scalability and alignment with industry best practices.
- Designed a foundational platform incorporating **Token Cost Management (TCM), Observability, Traceability, Ports Control**, and a centralised **AI Hub / Dashboard** to manage and monitor AI products and services.
- Designed the **Meridian** AI solution for Talent Acquisition (~60 hours), supporting Manager, Recruiter, and Interviewer roles with AI-driven candidate insights to accelerate identification and approval workflows.
- Designed a **structured technical interview rubric framework**, bringing greater standardisation, fairness, and depth to technical evaluations — improving hiring quality and transparency.
- Structured and operationalised the AI CoE delivery model within **2 months**, generating tangible results and establishing a strong pipeline for future AI initiatives.

ENTERPRISE ARCHITECTURE, CLOUD & AI PLATFORMS

Within Brazil, Paulo has played a key role in the **end-to-end design and deployment of AI platforms** — from infrastructure readiness and architectural definition to operational execution and governance. He leads the preparation of cloud environments capable of supporting enterprise-grade AI workloads, ensuring compliance, resilience, and cost efficiency across **Azure, AWS, and GCP**.

One of his most impactful contributions was leading the AI architecture for the **Tax Reform BR programme** — a strategic national initiative involving **integration between Artificial Intelligence and SAP**, enabling advanced analytics, automation, and regulatory compliance aligned with Brazil's evolving tax framework. His work addressed not only technical challenges, but also organisational readiness, data governance, and long-term scalability.

DATA, ANALYTICS & MODERN APPLICATION ARCHITECTURES

Paulo's technical foundation is deeply rooted in **Data & Analytics and Data Engineering**, with extensive experience in **Databricks, Apache Airflow, Snowflake, Azure Data Factory / Fabric, Lakehouse architectures, Data Mesh principles, and DataOps** practices. He designs and orchestrates complex data pipelines using industry-leading technologies.

Complementing his data expertise, Paulo has a strong background in **modern application development** — building API-driven, microservices-based architectures in **Python, Node.js, FastAPI, Express, React, and REST APIs** that seamlessly connect applications, data platforms, and AI services. This combination of data engineering, application architecture, and AI allows him to design cohesive digital ecosystems that are both technically robust and strategically aligned.

TALENT ACQUISITION, AI ENABLEMENT & PEOPLE TRANSFORMATION

Recognising that AI adoption is as much a human challenge as a technical one, Paulo has been deeply involved in applying AI to **Talent Acquisition and People Analytics**. He designed AI-driven tools to support recruitment and selection processes, and has delivered hands-on training sessions for HR teams — ensuring AI is perceived not as a black box, but as a **practical, transparent, and ethical tool**.

In parallel, he has contributed to the **design and delivery of AI training programmes for clients**, focused on capability building, upskilling, and real-world application — helping organisations move beyond experimentation to confidently embed AI into business processes.

BUSINESS ENGAGEMENT, PRE-SALES & STRATEGIC ADVISORY

In addition to his technical leadership, Paulo plays an active role in **business engagement and strategic advisory**. He collaborates with commercial teams in client visits, translating business challenges into scalable, value-driven technology solutions. His experience includes active participation in **international RFPs**, where he contributes to solution design, technical positioning, and risk assessment.

Paulo's ability to bridge **technical depth with business language** makes him a valuable asset in pre-sales and executive-level discussions, consistently aligning technology strategy with business priorities and ensuring that solutions deliver tangible, measurable outcomes.

PROGRAMME MANAGEMENT, DELIVERY & GLOBAL PERSPECTIVE

Paulo has a consolidated career in programme and project management, having led **multidisciplinary teams of varying sizes** across complex initiatives. He is comfortable operating within agile, hybrid, and traditional delivery models (**Agile, PMI, COBIT, ITIL, SCRUM**), adapting governance and execution approaches to the context of each organisation.

His global exposure — from BI deployments in Chile, to Latin America data warehouse programmes, to international AI events — combined with deep local experience, allows him to operate effectively across cultural and organisational boundaries with a **systems-thinking mindset**.

CERTIFICATIONS

- Microsoft Azure: **AZ-900, DP-900, AI-900, SC-900**
- Databricks: **Databricks Foundation**
- AI & Productivity: **GitHub Copilot, Microsoft Copilot Agent, AI First Strategy (Infosys)**
- Frameworks & Governance: **COBIT 5 (PeopleCert), ITIL V3 (EXIN), PSM I (Scrum.org)**
- Data & Analytics: **Big Data Fundamentals (IBM)**

EDUCATION

- **MBA in Business Technology** (Data Science, AI & Big Data) — PUC-RS · 2024–2025
- **Specialisation in English Language** — St. Jude Thaddeus University · 2014–2015
- **Software Engineering** — St. Jude Thaddeus University · 2010–2012
- **IT Management & Business Administration** — Paulista University · 2008–2009
- **B.Sc. Software Engineering** — Tancredo Neves Colleges · 2003–2007

LANGUAGES

Portuguese (Native) · **English** (Professional) · **Spanish** (Professional) · **French** (Elementary) · **Chinese** (Elementary)

CURRENT FOCUS & PROFESSIONAL VISION

Today, Paulo's work is centred on **Digital Transformation, Artificial Intelligence, and Cloud** — supporting organisations as they move from concept and experimentation to enterprise-scale execution. His focus spans **Azure, AWS, and GCP**, with a strong emphasis on **responsible AI adoption, platform scalability, and business enablement**.

Looking forward, Paulo remains committed to **shaping the future of enterprise technology** — helping organisations navigate complexity, embrace innovation with confidence, and build digital foundations that are resilient, ethical, and value-driven.

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