



# Pablo Matamoros

MANAGER | DIGITAL PLATFORMS ARCHITECT

## Profile

I help organisations to define, plan and implement their digital roadmap. My 25 years of experience across diverse industries help me to focus on the bigger picture by understanding the business needs of any type of organisation. For the last ten years, I have held leadership roles managing teams of designers, business analysts, and engineers. Together we delivered online solutions that improve customer experience and reduce operational costs.

## Employment History

### Head of Delivery, Atlantis Health, Auckland

OCTOBER 2021 — PRESENT

Atlantis Health is a health technology company focusing on improving medication adherence in people with long-term health conditions.

As Head of Delivery, I coordinated the delivery of technology solutions for our offices in the United States, Europe, Australia, and New Zealand. Our clients include pharmaceuticals such as Bayer, Novartis, Pfizer, and Sanofi.

The technology team consists of in-house staff and partnerships with engineering services vendors.

### Manager/Principal Consultant, Datacom, Auckland

JANUARY 2017 — OCTOBER 2021

I joined Datacom as a Delivery Manager to reshape the delivery arm of Datacom's Digital Experience team, 20 staff strong at the time. Due to my success in increasing the productivity and quality of the team and establishing solid partnerships with vendors, I became the Business Manager of the division soon after.

The organisation underwent a series of restructures in which I had to make difficult decisions for the team's benefit. As a result of some of these decisions, the design arm was moved to a separate division, but I still managed a solid team of engineers.

Notable clients we work with include Auckland Airport, Canon, Contact Energy, Genesis, Southern Cross Group, and Tourism New Zealand.

### Senior Consultant, Deloitte, Auckland

SEPTEMBER 2015 — DECEMBER 2016

Deloitte Digital is a successful international digital agency, particularly in Australia. Deloitte wanted to replicate this success in New Zealand. Due to my track record of delivering solutions for high-profile clients, I was hired to assist in building their delivery team.

While helping the director of Deloitte Digital with pre-sales, presentations, and strategy, I continued to work with delivery teams across Australia and New Zealand. Two re-branding projects were highlights of this role: Australia New Zealand Chartered Accountants and 3News to NewsHub by Mediaworks. In both projects, I acted as Senior Consultant / Technical Lead.

During this tenure, to help establish the practice, I strengthened my relationships with vendors such as Sitecore, Kentico, and Adobe.

## Details

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## Links

[Extended resume](#)

[Linkedin profile](#)

## Skills

Management Skills

Communication Skills

Digital Solutions Delivery

Enterprise Business Processes

## Languages

Spanish

English

## Hobbies

Soccer

Travel

Cinema

Video Games

## **Senior Analyst / Lead Software Engineer, Cucumber, Auckland**

OCTOBER 2012 — SEPTEMBER 2015

My passion for digital and Cucumber's interest in my previous work at Trident moved me to join the organisation to gain wider exposure to digital platforms. My previous experience working on the client-side helped me assist customers in making practical decisions based on solid business grounds where technology is the enabler, not the goal.

I was responsible for designing and implementing online solutions for high-profile New Zealand organisations such as Bayleys, Barfoot & Thompson, Mediaworks, and Trustpower.

## **ERP Lead Consultant / Technical Lead, Trident, Katikati**

JULY 2009 — OCTOBER 2012

As a lecturer at the Bay of Plenty Polytechnic, I worked on a community programme to consult for local businesses. Trident was one of these businesses. Soon after working with their IT Manager to define the company's IT Strategy, I was hired to lead its implementation.

I lead the analysis and technical implementation of the company's first ERP (EPICOR 9). The project transformed the organisation by automating manual processes and providing a 360-degree view of the company's performance.

As part of this transformation, we redesigned the company's e-commerce website. The new e-commerce platform was fully integrated with the ERP system. We worked with the sales and marketing team to increase online sales from none to NZD 1+ million a year. The website not only increased sales but also reduced call centre costs.

## **Previous 10+ years**

JANUARY 1998 — NOVEMBER 2009

I started my career as a graduate software engineer in Argentina, gradually moving into more senior roles across professional services, research, and manufacturing. During this period, I also provided tuition in software development at university and privately.

Upon my move to New Zealand, my previous tutoring experience helped me secure roles as a lecturer in New Zealand tertiary institutions, including four years of lecturing at the Bay of Plenty Polytechnic. This experience helped me improve my presentation and leadership skills (in this case, leading students).

## **Projects**

I've consulted and led the delivery of solutions for many well-known organisations, including Auckland Airport; Barfoot & Thompson; Bayer; Bayleys; Brother; Canon; Chartered Accountants ANZ; Contact Energy; Mediaworks; Trustpower; New Zealand Tourism; Southern Cross Group; Tower Insurance, Vector Energy and more...

## Education

### **Master of Information Management, Victoria University of Wellington,**

A postgraduate qualification designed for IT professionals who want to move into senior management roles and build on their knowledge and experience.

### **Information Systems Engineer, Universidad Abierta Interamericana,**

NZQA assessed that this qualification is comparable to a Bachelor in Computer Systems Level 7. The length of this degree is approximately five years.

## Certifications and Affiliations

- Member of the Institute of IT Professionals
- ICAgile Certified Professional
- Business Analysis for Professionals (Equinox Limited)

## References

References available upon request