

ADAM MAKHLOUF

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SUMMARY

Experienced data leader with 10 years of professional experience and 6+ years of hands-on expertise building and scaling data platforms and teams that deliver measurable business impact. Proven track record of architecting modern data stacks from the ground up, uncovering significant revenue opportunities, and transforming complex data challenges into actionable insights. Combines technical expertise across cloud platforms with strategic vision and hands-on leadership. Experienced in guiding organizations through all stages of data maturity—from establishing foundational infrastructure to implementing advanced analytics capabilities. Exceptional at understanding business needs and translating them into technical solutions that directly address pain points, streamline operations, and create measurable value – turning abstract challenges into concrete results.

EXPERIENCE

FREELANCE – Lead Data Engineer – Paris, France

2025

Providing strategic data organization, platform engineering and cloud architecture consulting services.

COMBOHR (ex-SNAPSHOT) – Operations & Data – Head of Data – Paris, France

2022-2024

Headed data strategy and engineering, implementing a modern data stack and driving critical business initiatives in a SaaS scale-up simplifying HR and team scheduling for SMBs and their frontline teams across Europe:

- Architected and implemented a cost-efficient data infrastructure enabling data-driven operations and analytics (*see below*).
- Led the redesign of the company's usage-based billing system, identifying €600K+ in missing ARR (20% of annual sales target) and preventing future revenue leakage through automated usage tracking.
- Overhauled product analytics by implementing comprehensive and best practices event tracking, enabling product teams to measure feature adoption and optimize conversion funnels.
- Improved embedded analytics solution for premium clients by designing a scalable architecture leveraging our cloud data warehouse capabilities and reducing even complex query times to sub-second.
- Built mission-critical data products including a customer health scoring engine and executive dashboards, driving operational excellence across Sales, CS, Marketing and Finance teams.
- Led cross-functional initiatives to integrate systems and data flows, establishing single sources of truth for business operations.

QUANTMETRY – Data & Tech Group – Senior Data & ML Ops Engineer – Paris, France

2020-2022

AI & Data consulting firm designing and implementing end-to-end solutions for its clients. Acquired by Capgemini Invent in 2022.

- **EDF (1y):** Implemented a real-time IoT data historian solution ingesting up to 150K messages/second on AWS (*full details below*).
- **Orange Bank Africa (OBA) (8m):** Implementing a SOTA Machine Learning platform on Azure for a banking client. Use case: real-time inferencing for a micro-credit application for e-money clients in Western Africa .
- **Ministry of Interior:** Set up a simple BI stack (*Postgres, DSS, Tableau*) but in a high security air-gapped environment.
- Improved various data lake processes for a large industrial group. *Keywords: Rancher, Kubernetes, Airflow, Deltalake, Spark, MinIO.*

ROTHSCHILD & CO – Asset Management – Associate Data Analyst, Product & Business – Paris, France

2016-2019

Data-driven investment analysis and fund management covering aspects ranging from legal through operations to distribution and marketing.

- Quantitative fund's strategy analyses to monitor our product area and supported the sales team as a product specialist.
- Product management: oversight of products life from inception to closure including commercial, legal aspects and operations.
- Designed monitoring of the team's activity (investments, sales and ops) including ingestion of data flows from our service providers.

UBS – Investment Strategies and Mutual Funds Derivatives Trading – Industrial Placement (6 months) – London, UK

2015

Delta-One products and options on multi-asset class underlyings based on UBS proprietary indices and bespoke client strategies.

- Built an improved process including multiple tools to enable the desk to monitor its delta risk more effectively.
- Market-making and risk management on the actively managed certificates on equity baskets in the delta-one sub-book.

EDUCATION & TRAINING

YOTTA ACADEMY – Machine Learning Engineering Bootcamp (5m) – Paris, France

2020

Intense fulltime training in data engineering, machine learning, deep learning, model industrialisation and lifecycle management, governance, cloud infrastructure and devops.

CENTRALESUPÉLEC – Master's Degree in Engineering – Paris, France

2011-2015

LYCÉE JANSON DE SAILLY – Classes Préparatoires aux Grandes Écoles PCSI-PC* – Paris, France

2008-2011

SKILLS & INTERESTS

Cloud GCP (4y+ @ Quantmetry & Combo): BigQuery, Cloud Run (Functions), Pub/Sub, Datastream, IAM & Admin, Cloud Storage, Firestore, Cloud Scheduler, Eventarc
AWS (1y+ @ EDF): Kinesis, Firehose, Lambda, Step Functions, S3, SQS, SNS, EC2, CloudWatch, EC2 Builder, ELB, EBS, VPC, Secrets Manager, IAM, CodeBuild, CodePipeline, aws-cdk (IaC framework), CloudFormation
Azure (1y @ OBA): Machine Learning, DevOps, AKS, Container Registry, Private Link, Virtual Network Manager

Programming Python, SQL, Bash, Terraform, Helm

Analytics Pandas, dbt, Airbyte, Stitch, Fivetran, Airflow, Hightouch, Segment, Mixpanel, Looker Studio, Metabase, ThoughtSpot

Dev tooling GitHub Actions, Gitlab CI, Docker, Kubernetes, Grafana

Databases SQL (BigQuery, Postgres, MySQL) – NoSQL (InfluxDB, DynamoDB, Firestore)

Languages French (Native) – English (Bilingual) – Arabic (Tunisian, Native)

Sports Strength Training – Gymnastics – Certified Free Diver & Advanced Open Water Diver

Interests Technology (AI, Blockchain) – Non-fiction, SF, Philosophy, Adventure reads – Travel