



Willy Lazari

ENGINEERING MANAGER

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Open for relocation

SUMMARY

Engineering Manager with 17+ years in the tech industry, currently leading teams at Skyscanner, the travel marketplace used by more than 110 million travelers a month. I build cross-functional product teams that combine continuous discovery with steady delivery, and I measure success by customer and business outcomes rather than raw output.

I lead AI-assisted engineering across the company. I introduced tools like Claude Code and concepts like agentic workflows to many colleagues, onboarding and showcasing use cases related to their workstreams, and kept a close watch on AI spend while shipping LLM-powered products at the application layer.

"Life is about improving the lives of others."

AREAS OF EXPERTISE

PROFESSIONAL SKILLS

Leadership and People Management | Product Discovery & Outcome-Driven Delivery | Strategic Thinking and Planning | Project Management | Change Management | AI Enablement, Coaching & Upskilling

TECHNICAL SKILLS

Software Development and Architecture | AI-Assisted Engineering (Claude Code, Codex, Copilot) | LLM Application Layer (Prompt Engineering, RAG, Evals, Agents) | Cloud Computing & FinOps Cost Optimization | Data Management and Analytics | Cybersecurity | Machine Learning and AI

PROFESSIONAL EXPERIENCE

ENGINEERING MANAGER | Skyscanner | Barcelona, Spain (On-site)

Dec 2024 - Present

One of the world's leading travel marketplaces, used by 110+ million travelers every month across 180+ countries and processing over 1 billion searches monthly.

- Lead cross-functional squads of engineers, product, and design in Skyscanner's tribes-and-squads model, so teams own problems end to end and are measured on outcomes, not output.
- Run continuous discovery with the teams, including regular traveler touchpoints, assumption testing, and opportunity solution trees, and tie every initiative to a measurable customer or business outcome and to North Star metrics.
- Run A/B experiments in production to validate ideas early, drop the weak ones quickly, and invest more in what improves conversion and traveler satisfaction.
- Drove AI adoption across the company by running onboarding sessions, hands-on workshops, and office hours that got product managers and designers productive with Claude Code and agentic workflows.
- Build at the application layer of AI, shipping LLM-powered features and internal tools with prompt engineering, retrieval-augmented generation (RAG), evaluation pipelines (evals), and agentic workflows tied to real traveler and business needs.
- Own AI and cloud cost management (FinOps): monitoring token consumption and model spend, right-sizing model selection per use case, and reducing infrastructure costs while scaling adoption.

- Hire, coach, and develop engineers through clear career frameworks, continuous feedback, and a culture of psychological safety, skill building, and continuous learning.

Tech stack: Python; TypeScript; React; Microservices; REST APIs; GraphQL; AWS; Kubernetes; OpenTelemetry; Claude Code; Codex; MCP; GitHub Copilot.

Software development methodologies: DDD; TDD; SOLID principles; AI-assisted development.

Project management methodologies: Kanban; Continuous Discovery; Empowered Outcome-based Product Teams.

ENGINEERING MANAGER | Quorum | Washington, US (Remote)

May 2023 - Jul 2024

America's leader in Public Affairs software for public and government affairs relating to US Congress and the European Union, and used by including over 50% of the Fortune 100 companies.

- Led teams in the development of advanced public affairs software, ensuring delivery of high-quality, innovative solutions for clients including public institutions and big private companies.
- Managed the end-to-end lifecycle of software projects, from initial concept through deployment and maintenance, resulting in an increase in project completion rates.
- Developed and implemented strategic engineering initiatives that aligned with business goals, contributing to a growth in company revenue.
- Collaborated with cross-functional teams, including product management, design, and sales, to deliver user-centric solutions that met market demands.
- Championed Agile methodologies, leading to improved team efficiency, faster delivery cycles, and better adaptability to changing requirements.
- Enhanced code quality and reliability by implementing rigorous code review processes and automated testing frameworks, reducing production bugs.
- Spearheaded initiatives for continuous integration and continuous deployment (CI/CD), significantly accelerating the release process and improving software quality.
- Monitored and optimized engineering team performance using key performance indicators (KPIs), identifying areas for improvement and implementing effective solutions.
- Ensured compliance with industry standards and regulations, including data privacy and security protocols, to maintain the trust and confidence of clients.
- Regularly reported on project progress, team performance, and technical challenges to the board of directors, providing clear insights and recommendations for strategic decisions.
- Conducted migration to cloud-based infrastructure, resulting in an increase in system uptime and a significant reduction in operational costs.
- Managed projects focusing on integrating artificial intelligence (AI) and large language models (LLMs, OpenAI) into public affairs tools, significantly enhancing predictive analytics and stakeholder engagement capabilities for legislative processes.

Tech stack: Python; React; HTML; Javascript; Microservices; REST APIs; Github; Postgresql; AWS; OpenAI.

Software development methodologies: DDD; TDD; SOLID principles.

Project management methodologies: Kanban.

TEAM LEADER & SENIOR SOFTWARE ENGINEER | Bank of New York | New York, US (Remote)

Dec 2021 - Apr 2023

America's oldest bank, having trillions of dollars in assets and most of the largest banks of the world as customers.

- Led a team with engineering manager responsibilities to develop solutions for investor services and asset management, integration with financial software suites, performance optimization, security analysis and solutions for big data and reports.
- Collaborated with cross-functional teams around the world to integrate multiple systems, resulting in seamless data exchange and improved efficiency of business operations.
- Implemented a complex data analysis tool that increased data processing speed, enabling the company to make faster and more informed decisions.
- Resolved critical bugs and performance issues in a legacy software system, reducing downtime and minimizing the risk of system failures, resulting in improved reliability and user satisfaction.
- Designed and implemented secure data encryption protocols that led to improved data privacy and compliance with industry regulations.
- Collaborated to develop and maintain data models, ensuring data integrity and consistency across all systems.

Tech stack: .NET; .NET Core; C#; ASP.NET; Java; HTML; Javascript; SQL Server; Microservices; Web Services; REST APIs; Gitlab; Cloudera Impala Kudu (Big Data/Data Science); Kafka; Angular; Azure; AWS.

Software development methodologies: DDD; TDD; BDD; SOLID principles.

Project management methodologies: Scrum.

SENIOR SOFTWARE ENGINEER | Funcao Systems | Sao Paulo, Brazil (Remote)

Jun 2021 - Nov 2021

One of the largest loan management frameworks in Latin America.

- Developed and maintained loan systems for the largest banks in Latin America.
- Developed and optimized complex SQL queries resulting in an increase in database performance and improved overall system efficiency.
- Collaborated to develop and maintain complex data models, ensuring data integrity and consistency across all systems.

Tech stack: .NET; .NET Core; C#; ASP.NET; HTML; Javascript; SQL Server; Microservices; Web Services; REST APIs; IIS; TFS; Azure.

Software development methodologies: DDD; TDD; SOLID principles.

Project management methodologies: Scrum.

TEAM LEADER & SENIOR SOFTWARE ENGINEER | Empro | Sao Jose do Rio Preto, Brazil

Nov 2010 - May 2021

One of the largest state-owned technology companies in Brazil.

- Led a team with engineering manager responsibilities in the development and maintenance of software solutions for health and medical services and integration of health institutions in the region, a national reference, identified as one of the best regions to live in the country.
- Architected and implemented scalable software systems, improving efficiency and reliability for medical data management and patient care applications.
- Improved the adoption of Agile methodologies and best practices, enhancing team productivity and project delivery times.
- Conducted regular platform and framework review and update process, increasing security and performance.
- Designed and implemented secure data storage solutions compliant with healthcare regulations, ensuring the protection of sensitive patient information.
- Led the development of a patient management system that improved data accuracy and reduced administrative workload for medical staff.
- Coordinated with external vendors and consultants to integrate third-party tools and services, expanding the functionality of existing software platforms.
- Conducted performance optimization for critical applications, resulting in an improvement in response times and a better user experience for medical professionals.
- Managed a comprehensive disaster recovery plan, ensuring system resilience and data integrity in the event of failures.
- Fostered a collaborative team environment by encouraging open communication, feedback, and continuous improvement practices.

Tech stack: .NET; .NET Core; C#; ASP.NET; HTML; Javascript; SQL Server; Oracle; Jira; Confluence; Gitlab; Microservices; Web Services; REST APIs; Windows Server; IIS; Azure.

Software development methodologies: DDD; TDD; SOLID principles.

Project management methodologies: Scrum.

SOFTWARE ENGINEER | Informa Solutions | Sao Jose do Rio Preto, Brazil

Jan 2009 - Oct 2010

One of the largest radio and communication software companies in Brazil.

- Developed solutions for managing collaborative portals, CRM, marketing campaigns and process management.
- Collaborated with cross-functional teams to identify and resolve technical issues, resulting in faster turnaround times for customer support requests.
- Led the successful migration of legacy systems to cloud-based platforms, resulting in a reduction in infrastructure costs and improved scalability.

Tech stack: .NET; C#; ASP.NET; HTML; Javascript; SQL Server; TFS; Sharepoint; Dynamics CRM; Windows Server; IIS.

Software development methodologies: MVC.

Project management methodologies: Canvas; Scrum.

EDUCATION

Bachelor of Computer Science | FATEC | Sao Jose do Rio Preto, Brazil

Feb 2006 - Dec 2008

LANGUAGES

English: Fluent (C2)

Portuguese: Native (C2)

Spanish: Independent (B1)