



# Aaron Eisler

Chief Operating Officer | Chief Technology Officer | Chief AI Officer

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## EXECUTIVE SUMMARY

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Technology executive with 25 years of experience leading enterprise transformation, AI strategy, and operational excellence across financial services, telecommunications, and technology sectors. Proven track record as \$200M P&L owner, integrating 11 acquired companies into unified operating models while delivering measurable EBITDA improvements. Deep expertise spanning technology strategy, digital transformation, and AI-driven innovation with demonstrated ability to translate complex technology initiatives into sustainable business value.

Known for building high-performing teams and establishing governance frameworks that balance innovation with enterprise-grade compliance. Experience ranges from founding AI-focused ventures to leading operations for ASX-listed organisations, always with hands-on technical credibility alongside strategic vision. Equally effective engaging boards and investors as leading engineering teams through complex transformations. Calm decision-maker during crisis, including cyber incidents and critical infrastructure events.

## KEY ACHIEVEMENTS

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**\$200M P&L Owner** — Full accountability for operations portfolio including technology investment decisions, AI initiatives, and stakeholder engagement with enterprise clients, driving 2% EBITDA improvement.

**\$12M AI Platform Builder** — Built Telstra's automation and robotics practice from scratch, creating strategy, governance framework, and commercial model delivering \$12M productivity gains across Big 4 banks.

**11-Company Integration** — Led organisation-wide transformation integrating 11 acquired companies into unified operating model with standardised data architecture, technology platforms, and governance.

**Big 4 Banking Relationships** — Served as Client CTO for CBA and won automation platform adoption across all Big 4 banks (CBA, NAB, Westpac, ANZ), demonstrating deep financial services credibility.

**Board & Executive Governance** — Chaired Architecture Review Boards, led Steering Committees, and delivered executive reporting to boards and senior stakeholders across financial services and enterprise clients.

## PROFESSIONAL EXPERIENCE

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### Founder & CEO

Nov 2025 – Present

#### MadeAI

- Building cloud-native AI platform from the ground up, demonstrating hands-on technical capability alongside strategic vision and commercial execution in a scale-up environment
- Developing AI strategy and governance frameworks for enterprise clients, including roadmaps, adoption plans, and success metrics that align AI initiatives with business objectives
- Engaging directly with investors and enterprise customers, translating technology capabilities into business value and securing strategic partnerships
- Leading lean, high-performing team focused on rapid innovation and delivery without bureaucracy, maintaining startup agility while building enterprise credibility

### Group Executive – Operations

Oct 2023 – Nov 2025

#### Orro Group

- Owned \$200M P&L as member of Executive Leadership Team, partnering closely with CEO, board, and investors to drive technology strategy and business growth
- Led organisation-wide AI adoption program deploying solutions for contract analysis, billing integrity, presales automation, and renewal forecasting across business units
- Drove change management strategy integrating 11 acquired companies into unified operating model with standardised data architecture and technology platforms
- Delivered 2% EBITDA improvement through technology-enabled operational transformation, directly contributing to investor returns and business value creation
- Managed regulatory compliance and cybersecurity across multi-cloud environment, ensuring governance frameworks met enterprise banking and government requirements
- Partnered with senior stakeholders including board members and enterprise clients to prioritise technology initiatives, influence strategic decisions, and secure buy-in for transformation programs
- Coordinated internal delivery teams and third-party vendors across network, cloud, cyber, and collaboration domains ensuring successful program outcomes and service quality

### Chief Operating Officer & Chief Technology Officer

Jul 2022 – Sep 2023

#### AetherX

- Led technology strategy and operations for venture-backed startup, building cloud-native architecture and engineering team that generated \$2M revenue within 18 months
- Established operational foundations including governance frameworks, delivery processes, and vendor management enabling rapid scale while maintaining quality standards
- Engaged directly with investors and board on technology roadmap, translating complex technical initiatives into clear strategic communications and securing funding
- Built and led cross-functional team across engineering, product, and operations, fostering culture of innovation balanced with commercial discipline and delivery focus

Telstra

- Built automation and robotics practice from scratch delivering \$12M value in year one, creating strategy, framework, commercial model, and winning Big 4 bank adoption
- Served as Chief Architect for Department of Defence and Client CTO for CBA, managing critical relationships and delivering enterprise transformation programs
- Won and delivered Australia's first Arista Software Defined Network (\$27M) for major enterprise client, demonstrating end-to-end delivery capability at scale
- Led response to cyber incidents and critical infrastructure events, demonstrating calm decision-making under pressure with clear executive communication
- Established Telstra's AI partnership with Accenture, building foundations for automation strategy that transformed enterprise service delivery capabilities

NTT/Dimension Data

- Served as CTO for Australia's largest retailer, owning architecture strategy, PCI compliance, and technology roadmap across complex multi-vendor environment
- Delivered Australia's first Cisco ACI deployment (\$1M CAPEX) achieving 25% OPEX reduction while generating \$700K services revenue from compliance initiatives
- Grew account revenue 35% while maintaining margin through trusted advisor relationship and consistent delivery of strategic technology initiatives

CORE COMPETENCIES

Strong	Proficient
Technology Strategy • AI & Data Analytics • Digital Transformation • P&L Management (\$200M) • Enterprise Architecture • Board & Executive Communication • Team Leadership (100+) • Change Management	Cloud Architecture (Azure, AWS) • Cybersecurity • M&A Integration • Regulatory Compliance • Vendor Management • Agile/DevOps • TOGAF • ITIL

EDUCATION & CERTIFICATIONS

MBA — UNSW Sydney (2014)	SAFe Product Manager — Scaled Agile (2019)
TOGAF V9.1 — The Open Group (2014)	ITIL V3 Foundations — AXELOS (2011)

KEY SKILLS

Technology Strategy	AI Strategy	P&L Management
Digital Transformation	Enterprise Architecture	Cloud Architecture
Cybersecurity	Change Management	Team Leadership
Board Communication	Vendor Management	M&A Integration
Regulatory Compliance	Agile	DevOps
TOGAF	ITIL	Data Analytics