Nick Gushlow | Principal Enterprise & Solutions Architect

+44 7713 130 029 | nick@gushlow.com | www.linkedin.com/in/nickgushlow | Reading, Berkshire

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PROFESSIONAL PROFILE

Strategic architectural leader with 20+ years' experience transforming IT estates. I translate business strategy into engineering reality, establishing foundational architectures for scale-ups (Oxa) and modernising platforms for global enterprises (Specsavers, Westcoast). I balance technical depth with commercial rigour - recently delivering an £800k rationalisation. Expert in cloud-native modernisation, architectural governance, and translating business strategy into deliverable engineering roadmaps

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STRATEGIC CAPABILITIES

- **Enterprise Transformation:** Target-state architecture definition, digital roadmaps, legacy modernisation strategies.
- **Cloud & Platform Engineering:** Cloud native, API-first architectures, microservices decomposition, serverless at scale.
- **Governance & Risk:** Design Authority leadership, ISO 27001/GDPR/PCI-DSS compliance, technical standards enforcement.
- **Commercial Delivery:** Vendor negotiation, cost optimisation (£800k+ proven savings), distributed team leadership.

PROFESSIONAL EXPERIENCE

Principal Solution Architect (Corporate IT Lead) | Oxa Autonomy
November 2024 – March 2026 (garden leave from December 2025)
Oxa is a Series-C AI scale-up building autonomous vehicle software.

Recruited to architect the Corporate IT estate, moving from ad-hoc startup tools to a coherent Enterprise Architecture.

- **Strategic Governance:** Established Oxa's first formal architecture practice, including governance frameworks, decision templates, and Design Authority operating model. This ensured technical decisions aligned with commercial goals and security requirements (ISO 27001, GDPR), reducing architectural drift and accelerating decision velocity.
- **Estate Rationalisation:** Led a comprehensive technical and commercial review of the IT estate, delivering £800k in direct cost savings within 12 months through vendor consolidation, licence management, and architectural simplification.
- **Customer Lifecycle Optimisation:** Spearheaded cross-functional design of the customer engagement process with Commercial, Legal, Engineering teams, and Finance - defining handoff points and governance checkpoints.
- **Enterprise Integration:** Designed the integration and automation architecture for the incumbent SaaS ecosystem (Zip, Xero, Salesforce), improving operational efficiency and creating a cohesive data fabric for the enterprise.
- **Operational Innovation:** Scoped and architected initial Proof of Concepts for Agentic AI (Google AgentSpace) and RPA (UiPath), outlining the automation patterns required for future delivery

Solution Architect – Customer & Digital | Specsavers
October 2021 – November 2024
Specsavers is a £3.6bn global retailer serving 43 million customers.

Lead Architect for the customer acquisition platform (store finder, appointment booking) serving 8m monthly users. Responsible for decomposing legacy architectures into scalable, cloud-ready components while enabling commercial growth.

- **Cloud-Native Modernisation:** Architected the migration of the customer acquisition platform to a new scalable foundation. This decoupled architecture enabled multi-million-pound revenue growth by enabling rapid, independent deployment of new features.
- **Global Scalability:** Designed the solution to support multi-territory rollouts, abstracting region-specific logic to enable a single core codebase to serve 11 countries efficiently.
- **Architectural Authority:** Chaired the Digital Design Authority with dotted-line leadership of 5 Technical Architects, enforcing technical standards across internal teams and external partners to reduce technical debt and accelerate delivery velocity.
- **Search & Discovery:** Directed the technical migration of the global search platform to Algolia, defining the indexing strategy that significantly improved customer discovery and conversion rates.
- **Strategic Alignment:** Collaborated with Global Enterprise Architects to align digital product roadmaps with wider clinical and supply chain strategies, unlocking cross-channel capabilities for clinical and retail operations.

Senior Enterprise Solutions Architect | Westcoast (Holdings) Ltd
August 2016 – October 2021
Westcoast is a £3.4bn diverse technology distribution group.

Strategic technical lead for the group, managing a team of 6 and accelerating the shift from on-premise legacy apps to Azure cloud services.

- **Cloud Innovation:** Designed and delivered the group's first Azure Serverless quoting engine, automatically processing 1,000+ vendor bids daily that were previously left unquoted due to volume constraints. The solution achieved near-100% bid coverage with sub-1-minute response times, ensuring quotes reached customers first and materially improving win rates across hundreds of millions in annual opportunities.
- **Automation at Scale:** Spearheaded the implementation of Robotic Process Automation (RPA) across finance and operations, permanently saving 200+ man-hours per month and eliminating human error in critical data processing.
- **Business Partnering:** Translated commercial requirements, delivering major CRM & PIM implementations that supported group-wide expansion.
- **Data Governance:** Steered the selection and technical implementation of a Product Information Management (PIM) system to master 250,000+ SKUs, transforming the group's data quality capabilities.

Systems Architect | Westcoast (Holdings) Ltd
August 2014 – July 2016

Responsible for the solution design of CRM and Risk Management systems, managing the transition from legacy VB.NET apps to modern web standards.

Senior Developer | Westcoast Limited
February 2004 – August 2014

Lead developer for electronic business platforms contributing over £150m annually. Mentored junior teams and managed full-lifecycle web projects.

EARLY CAREER
Freelance Web Developer (2002–2004)
Web Developer, Dynamic Web Solutions (2000–2002)

EDUCATION
B.Sc. (Hons.) Business Information Systems | University of Portsmouth

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VOLUNTEERING
Chair & Trustee | 79th Reading Scout Group (2019 – Present)
Leading strategic direction and governance for a 150+ member organisation, including financial oversight and stakeholder management.