■ Omio HR Interview – Raj Kumar Rai

Role: Head / Manager - Data Architecture & Engineering Date: Tomorrow Time: 13:30 CET

Interviewer: Arisa Ikeda

■ Purpose

Evaluate:

- Leadership and communication skills
- Technical and strategic fit
- Motivation and alignment with Omio's culture
- Salary and role expectations

■ 90-Second Intro

Hi Arisa, thank you for meeting with me.

I'm Raj Kumar Rai, currently Lead Data Engineer at Freeletics (Munich), driving AWS data-lake modernization and analytics.

With over 19 years of experience in data architecture, engineering, and leadership across healthcare, fitness, and IoT domains, I've built scalable cloud-based data platforms using Spark, Python, Databricks, AWS, and GCP.

I've led cross-functional teams, designed enterprise-level data strategies, and improved data quality and cost efficiency through strong architecture and governance.

Omio's mission and GCP-based data ecosystem excite me — it's the perfect place to combine my **hands-on expertise and leadership vision** to build a governed, high-impact, and scalable data platform.

■ Likely Questions & Answers

Motivation: Omio's scale and data-driven travel platform align with my passion for building global data ecosystems on the cloud.

Why You Fit: I combine strategic architecture with delivery excellence — a hands-on leader who has built, scaled, and governed modern data lakes end-to-end.

Leadership Style: Servant leader: I empower my team, remove blockers, and ensure business alignment by maintaining clarity and trust.

Head vs. Manager Fit: I'm comfortable at both levels — defining the long-term data vision like a Head and driving technical execution like a Manager.

Key Achievement: At Freeletics, I re-architected our AWS data lake, reducing data errors by 40% and S3 storage costs by 30%, while improving pipeline reliability and analytics speed.

Collaboration: I foster collaboration through data guilds, shared KPIs, and clearly defined ownership across data, analytics, and business stakeholders.

Hands-on vs. Leadership Balance: Roughly 60% technical / 40% leadership — I review architecture, prototype critical components, and mentor engineers while managing stakeholder expectations.

Salary Expectation: Target range: €130K–€145K base, flexible based on scope and level. **What You Seek:** A role combining innovation, architecture strategy, and leadership impact within a collaborative, data-driven culture.

■ Questions to Ask HR

- How are the data architecture and engineering functions structured at Omio?
- What are the top data priorities for the next 12 months?
- How will success for this role be measured in the first 6 months?

■ Final Tips

- Be authentic, confident, and people-oriented keep answers ≤ 2 minutes.
- Emphasize both strategic leadership and technical depth.
- Stay open and flexible about the title (Head ↔ Manager).
- End confidently:

"Thank you, Arisa — Omio's data vision is inspiring, and I'd love to contribute to making it successful."