

KEN B. PATEL

Solutions Engineer | Solutions Architect | AI/ML & Cloud Platforms | U.S. Citizen

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PROFESSIONAL EXPERIENCE

AI/ML Solutions Architect | *Nimbus Quant* | 2024 - Present

- Developed enterprise-grade AI architecture patterns during an R&D break, building 7+ end-to-end MVPs including AutoFinGPT (financial research assistant), Agent Payment Solution, and AI enabled PMS product.
- Designed and implemented agentic orchestration workflows to prove the feasibility of multi-step AI reasoning in production environments.

Senior Product Manager (Solutions/Pre-Sales Focus) | *Splunk Observability (now Cisco)* | 2022 - 2024

- Reduced enterprise egress costs by 92% through AWS PrivateLink integration, directly securing 7 news contracts and protecting ARR.
- Delivered technical workshops to 1,000+ sales pros globally, applying value-based selling to accelerate enterprise deal closures.
- Led technical discovery and RFP responses for Fortune 500 prospects, translating Product, Infra, and Compliance needs into technical roadmaps. Worked with 70+ customers globally during tenure.
- Shipped Kubernetes autoscaler for our distributed tracing and APM instrumentation tools via OpenTelemetry, achieving zero outages across 2 peak seasons, \$3M in COGS savings, and 3 compliance accreditations.

Solutions Architect | *Accenture* | *Department of Defense* | 2020 - 2022

- Bridged the technical-business gap contributing to a \$93M contract win, leading technical discovery and executive briefings for DoD stakeholders.
- Deployed "No-Bid" classification models that streamlined 24% of procurement bids, driving 5x faster deployment from PoC to production.
- Built model evaluation frameworks and technical collateral used in client engagements to quantify value and precision for non-technical leadership.

Data Scientist | *Healthgrades* | *Product & Data Team* | 2019 - 2020

- Improved ML text match rate 57% and model accuracy 24% via data architecture changes; built dashboards and pipeline models across 9 initiatives to support product and customer onboarding teams, shaping the enterprise product roadmap.

Data Engineer | *Cognizant* | *Spectrum (Charter Communications)* | 2018 - 2019

- Designed ETL pipelines with CI/CD automation and anomaly detection for IoT/set-top box devices, cutting testing turnaround by 25+ days and saving \$240K/year.

SKILLS

Sales & Leadership: Technical Discovery, Product Strategy, Roadmapping, Salesforce, Cross-Functional Leadership, Stakeholder Management, Customer Onboarding, Technical Workshops, RFP/RFI, PoC

AI/ML: LLMs, RAG, Agentic Workflows, Agent Design, LLM Fine-Tuning, MLOps, Vector Databases, NLP, Computer Vision, Recommendation Systems, Python, TensorFlow, LangChain, LangGraph, HuggingFace

Engineering & Cloud: AWS, GCP, Azure, Kubernetes, OpenTelemetry, CI/CD, Terraform, SQL, Hadoop, Spark, Snowflake, Docker, Kubernetes, REST APIs, Observability, Claude Code, Vibe Coding

EDUCATION & CERTIFICATIONS

Virginia Tech | B.S. Business Information Technology

University of Pennsylvania (Wharton School of Business) | 20+ MBA and AI online certifications via Coursera

Databricks | Fundamentals; GenAI Fundamentals

Salesforce | Agentforce Innovator 2026, 2 Superbadges, 42 Badges

AWS | Solutions Architect (*in progress*)