

EXPERIENCE

Lucidworks

Senior Sales Engineer

Remote — USA

2023 — Present

Design and deliver technical demos and PoCs across enterprise search and ecommerce — including semantic & vector search and GenAI / RAG.

Partner with account executives through full pre-sales cycles: discovery, solutioning, technical deep dives, and security / integration.

Advise on ingestion & integration patterns (APIs, cloud storage, databases) and apply AI-driven enrichment at indexing to improve retrieval quality.

Build rapid prototypes under tight timelines using LLM stacks (embeddings, retrieval, prompts); feed field learnings back to Product & Engineering.

Treasure Data

Pre-Sales Solutions Architect

Remote — USA

2022 — 2023

Used SQL / Presto / Hive, ML, Kafka, Snowflake, JavaScript, Python, APIs, and workflow automation to deliver technical demonstrations.

Led presentations, demos, and technical consultations — translating capabilities into clear business value for prospects.

Answered RFPs and ran product discussions, feeding back field insights on customer needs and trends.

Iron Mountain

Machine Learning Solution Architect

Remote — USA

2020 — 2022

Defined the architecture and specs and oversaw delivery of complex, custom, cloud-based (GCP) machine learning & AI solutions.

Counseled customers as the lead technical product and ML expert to meet and exceed business needs.

Set priorities by project requirements; served as technical escalation point to dev, ML, QA, DevOps, and support teams.

Arcadia Healthcare Solutions

Product Manager

Burlington, MA

2019 — 2020

Owned a platform to automate & scale software implementation and the integration of 1,000s of data sources.

Managed the backlog, work queue, and sprints for core back-end and web teams.

Technical Implementation Team Manager

2017 — 2019

Managed twelve employees across two technical product implementation teams.

Built a full-stack suite to monitor real-time operational metrics org-wide using D3, Python, SQL, Node.js, and multiple APIs.

Chosen for an executive SWAT team to revamp the AWS implementation process — leveraging Spark, ML, and a lean workflow redesign.

Solutions Architect

2015 — 2017

Established technical requirements and oversaw their completion across multiple teams.

Created a predictive model to score patient no-show likelihood for scheduled appointments based on dozens of data points.

Senior Consultant

2012 — 2015

Served as on-site tech lead for a major insurance client at the onset of HealthCare.gov integration and enrollment reconciliation.

Integrated and analyzed data from clients across an array of EHR and Health Plan data sources.

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TECHNICAL SKILLS

LLMs	RAG	Vector Search
Embeddings	Python	JavaScript
SQL	HTML / CSS	AWS
GCP	Snowflake	Node.js
Spark	Docker	Redis
Kafka	Pandas	Scikit-learn
Jupyter	D3.js	jQuery
Jira	CDP Software	Six Sigma

CORE SKILLS

- Pre-Sales Solutioning
- Cloud Architecture
- Technical Discovery
- Data Modeling
- Data Integration
- Data Visualization
- Process Improvement
- People Management

EDUCATION

Northeastern University Boston, MA

B.S. Industrial Engineering, Business Minor

General Assembly Boston, MA
Data Science & Machine Learning

General Assembly Boston, MA
Visual Design

PATENT

Automated Splitting of Document Packages & Identification of Relevant Documents

US 11,789,990 B1 · April 2022

AWARD

Arcadia Analytics — Employee of the Year

2016