

ANIRUDH KASHYAP

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QUALIFICATIONS SUMMARY

Director of Solutions Engineering with a proven track record building and scaling technical pre-sales organizations at AI/ML SaaS companies. Built a global SE function from zero, closed \$15M+ ARR, influenced \$50M+ in pipeline, and delivered PoV conversion rates of 60% across Fortune 500 enterprises. Experienced in leading Solutioning frameworks, value-based selling, enterprise architecture, and cross-functional GTM alignment. Focused on enterprise pre-sales leadership role where I can expand SE impact, improve technical win rates, and drive scalable, repeatable enterprise solution strategy.

EXPERIENCE

SMARTCAT, INC

AI-powered enterprise content and localization platform (~\$15–20M ARR)

Director of Solutions (promoted from Director of Solutions Engineering)

Nov 2024 – Present | Remote / Boston, MA

- Built an enterprise sales-focused Solutions Engineering organization from the ground up, developing 3 SEs and leading 11 cross-functional reports across SE, Customer Success, and Marketplace Ops.
- Designed Smartcat's value-engineering Solutioning process and Proof-of-Value offering, achieving a 60% PoV-to-close rate and influencing \$5M+ in enterprise deal value.
- Acted as the technical win owner for strategic enterprise opportunities, partnering with AEs on competitive positioning, deal strategy, and technical qualification across a \$50M+ pipeline.
- Led integration architecture across key enterprise accounts, including API pipeline strategy, workflow mapping, and multi-system solution design by connecting to business outcomes
- Implemented a standardized technical RFI/RFP process, reducing response time from 2 weeks to under 3 days and establishing an internal SLA for enterprise deals.

CITRINE INFORMATICS

AI/ML SaaS platform for materials and chemicals; Series A–C (~\$0–15M ARR)

Director, AI Solutions Engineering

Role progression: Senior Data Engineer → Founding Manager → Senior Manager → Director

Feb 2019 – Oct 2024 | Remote / Redwood City, CA

- Founded and scaled the global Solutions Engineering function, building a high-performing team of PhD-level domain experts with zero attrition over three years.
- Drove ARR expansion from 0 to \$15M+ during COVID by creating scalable solutioning, demo, and value engineering frameworks that closed high-value Fortune 500 enterprise deals.
- Created revenue-generating PoC offerings (MI-Demos, MI-Trials, MI-Workshops), contributing \$3M+ in ARR and accelerating onboarding and technical validation.
- Influenced product strategy by delivering structured enterprise insights, competitive evaluations, and use-case patterns to the 2020–2024 product roadmap.

Led solution architectures and value roadmaps to VP- and C-level stakeholders across global enterprise customers.

- Earlier progression included serving as Senior Data Engineer, leading major data integration and ETL initiatives for enterprise customers.

DELOITTE CONSULTING

Big 4 global management and technology consulting firm

Lead Analytics Consultant

Dec 2017 – Jan 2019 | Washington, DC

- Led a digital transformation program for the Bureau of Medicine and Surgery (BUMED) & Health & Human Services (HHS), developing a global workforce readiness and capability reporting platform in Tableau that supported operational decisions across 472 worldwide locations.

ATOTECH GmbH, A Total Oil Subsidiary

Global PCB electroplating and semiconductor chemistry supplier

Sr. Applications Engineer (US, Taiwan, Japan)

Oct 2012 – Feb 2017

- Led international engineering programs across the US, Taiwan, and Japan, delivering more than 10 percent performance improvements for customers including Samsung and HTC.
- Created a 1.5 million-record R&D database ("The Toolbox") from scratch adopted across global teams to accelerate experiment retrieval and knowledge transfer.

CREE, Inc (Now Wolfspeed)

US market leading innovator in LEDs and GaN-based power devices

R&D Process Engineer – progression: Level I → Level II

Jan 2010 – Sept 2012 | Raleigh, NC

- Delivered an 18 percent LED brightness improvement and contributed to the 231 lm/W LED and the commercial 40W/100W bulbs used globally.

EDUCATION

University of California, Irvine

M.S., Chemical Engineering

2007 – 2009 | Irvine, CA

University of Mumbai

B.S., Chemical Engineering (First Class)

2003 – 2007 | Mumbai, India

General Assembly

Data Science Immersive (Full-time)

2017 | Washington, DC