ARMAAN R. BUTT
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PROFESSIONAL EXPERIENCE

C3 AI, Redwood City, CA   2020 - Present
Manager, Solution Engineering (2023-Present)
- **Led a Generative AI GTM technical team of 12 engineers, executing 32 customer pilots and PoCs with the C3 Generative AI suite, generating $4 million in revenue.**
- Successfully deployed production Gen AI applications for high-profile clients such as **DLA Piper, Indorama, Pantaleon, Aerospace Corp, Navy FRC, Boston Scientific, and GSK**.
- Integrated Retrieval-Augmented Generation (RAG) workflows with LLMs such as **GPT-4, GPT-3.5, Claude V3, and Llama2**, significantly advancing the company's AI ecosystem.
- Built strong partnerships and deepened technical engagements with clients, increasing adoption and utilization of C3 Generative AI technologies.
- Collaborated with Sales, Solutions Engineering, and Product teams to align staffing and training with the company's strategic goals.
- Hired 16 Solution Engineers across all levels, enhancing team capabilities and fostering innovation.
- Mentored engineers across all levels, securing promotions for 6 team members and driving professional development.

Skills: Python, TypeScript, React, ChromaDB, Postgres, Cassandra

Senior Solution Engineer (2021-2023), **Solution Engineer** (2020-2021)
- Lead the engineering effort to deliver production-ready application trials and proof of concepts on the C3 AI Platform.
- **Closed a cumulative of $10M worth of production deals.** Customers included Tyson Foods, ESAB, Cargill, JCI, and Yokogawa.
- Engaged customer executives and domain experts to define, scope, and design application trials.
- Designed, developed, maintained, and presented demo applications of C3 AI products.
- Drove early sales discussions on architecture and engineering, explaining to customers the C3 AI Platform and its interoperability with existing systems.
- Worked with both industry users as well as academic researchers to deliver technical deep-dives, demonstrations, and platform training.

Skills: Python, TypeScript, React, Postgres, Cassandra

PEGASYSTEMS, Toronto, Canada   2017 - 2019
Associate System Architect (2017-2018); **System Architect** (2018-2019)
- Developed a wide array of enterprise applications with clients that include USAA, CIT Group, and Fairfax.
- Oversaw the construction of data pipelines using Python, Hive, and Hadoop to extract application data and make it reportable to business units.
- Architected a REST data ingestion service built with Python as a means of extracting complaints data into HDFS.
- Exercised cross-functional influence, translating between business owners and functional / technical teams.

Skills: Python, Hadoop, HDFS, Hive

EDUCATION

UNIVERSITY OF ILLINOIS URBANA-CHAMPAIGN   2021 - 2022
Masters of Computer Science.

UNIVERSITY OF TORONTO   2012 - 2017
Bachelor of Applied Science in Computer Engineering.