SUDHENDU PANDEY

Senior Technical Leader | Sales Engineering & Data Architecture

pandeysudhendu@gmail.com • +971 551283234 • Dubai, UAE

LinkedIn   GitHub   Medium

**Snowflake
Data Superhero**

**Docker
Captain**

SUMMARY

- Sales Engineering leader who built Technical Pre-sales function from ground up to 11+ members, driving $30M+ influenced ARR across 100+ enterprise customers and 15+ Client Partners
- Deep technical expert in Snowflake Data Cloud, containerization, and modern data stack with hands-on development experience in Python, Streamlit, and integration architectures
- Proven architect with extensive enterprise platform credentials (Snowflake Data Superhero, Docker Captain) and track record of translating complex technical solutions into measurable business outcomes

ACHIEVEMENTS & RECOGNITION

- **Snowflake Data Superhero** - Snowflake
- **Docker Captain** - Docker Inc
- **Technical Publications**: Active contributor to technical blogs and community content on technology best practices and architecture patterns
- Built sales engineering from 1→11 members, $30M+ ARR

PROJECTS

- **Snowflake Task Manager**: OSS Streamlit app for centralized task monitoring with 500+ GitHub stars
- **Snowflake Well-Architected Framework**: Authored unofficial architectural best practices guide
- **Snowflake-Kafka Pipeline**: Architected direct JDBC streaming solution eliminating storage hops

CERTIFICATIONS

- Anthropic Claude with Amazon Bedrock
- Snowflake Sales Professional Accreditation | SnowConvert for Developers
- TIBCO Certified Professional & Associate - Enterprise Message Service (EMS) | Spotfire 10.x | TIBCO Cloud™ | Mashery | Streaming | BusinessWorks 6
- Dell Boomi Integration Developer I - AtomSphere Integration Cloud™
- Certified Bitcoin Professional (CBP), Cryptocurrency Certification Consortium (C4)

WORK EXPERIENCE

Director of Sales Engineering   Dec 2023 - Present
Kipi.ai - A WNS Company   **Dubai, UAE**

- Built and scaled Sales Engineering function from 1 to 11+ members supporting 15-person sales team, 100+ customers, and $30M+ influenced ARR
- Designed end-to-end pre-sales processes, RFP automation, and solution scoping methodologies reducing turnaround time by 70%
- Increased SE pipeline engagement from 10% to 80% while maintaining 50% win rates across 80+ monthly enterprise deals
- Established cross-functional collaboration protocols with Delivery teams improving post-sales success rates

Principal Architect   Oct 2021 - Nov 2023
Kipi.ai - A WNS Company   **Dubai, UAE**

- Founding technical hire responsible for establishing core architectural patterns and technical processes supporting end-to-end customer journey
- Built technical infrastructure: Created reusable solution templates, technical estimation frameworks, and best practice documentation enabling consistent delivery
- Led integration of Snowflake Cortex for LLM-powered analytics, prompt engineering workflows, and automated document processing for enterprise clients

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WORK EXPERIENCE

Analytics Consultant   May 2018 - Oct 2021
Bahwan CyberTek TIBCO   **Dubai, UAE**

- Solution Architect – Enterprise Integration & API Management: Defined core solution architectures collaborating with C-level executives for enterprise approvals. Created HLD, Architecture and Design Documents
- Built monitoring infrastructure: Implemented Prometheus and Grafana-based observability stack for integrated solutions ensuring 99.9% availability across distributed systems
- API Consultant – Educational Data Analytics: Architected TIBCO API Management solutions and built analytics frameworks reducing report generation time from 10+ days to 3 days

Consultant   Nov 2014- Apr 2018
Deloitte Consulting India Pvt. Ltd   **Mumbai, India**

- Senior Integration Consultant: Led Snaplogic integration efforts across TIBCO, SAP HANA, and PeopleSoft ecosystems. Mentored 2-member technical team through complex enterprise transformations
- Lead Consultant – HR Integration: Designed iPaaS/PaaS architectures as Dell Boomi consultant, managing complete project lifecycle from setup through testing and deployment
- Established in-house technical expertise and guided clients through technology adoption strategies for large-scale enterprise integrations

TIBCO Consultant   Aug 2011 - Oct 2014
TIBCO Software India Pvt. Ltd   **Dubai, UAE**

- Integration Specialist: Owned end-to-end integration delivery, translating functional requirements into technical designs and implementing enterprise-grade integration services
- Developed expertise in TIBCO BusinessWorks, EMS, and enterprise messaging patterns supporting mission-critical business processes

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TECHNICAL SKILLS

Core Technologies
    Snowflake • TIBCO • Python • Docker • Streamlit • SQL • REST APIs • GraphQL
Data & Analytics
    Data Warehousing • ETL/ELT • Data Modelling • Matillion, Fivetran, dbt • Apache Kafka • Data Governance
AI/ML & Modern Stack
    Snowflake Cortex • Prompt Engineering • Vector Databases • AI Agents • Machine Learning
Integration & API
    TIBCO BusinessWorks • Dell Boomi • Microservices • Event-Driven Architecture • iPaaS
Cloud & DevOps
    AWS • Azure • Kubernetes • CI/CD • Prometheus • Grafana • Git • Containerization

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EDUCATION

Executive MBA in Human Resource and Marketing   **2015**
Shailesh J. Mehta School of Management, IIT Bombay

Bachelor's degree Information Technology Engineering   **2007-2011**
North Maharashtra University