

# Anand Sinha

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I am a Customer Solutions Consultant at Confluent, where I partner with enterprise organizations to bridge the gap between complex data streaming technology and long-term business value. Currently managing a \$14M consumption portfolio, I act as a strategic technical advisor focused on platform health, consumption optimization, and architectural maturity. With a background as a 7x Google Certified Machine Learning Engineer and Solutions Architect, I bring over 4 years of experience distinguished by 6 rapid promotions in designing scalable AI/ML and Cloud systems for sectors ranging from banking to infrastructure. My approach is rooted in deep analytical problem-solving—a skill honed by achieving a World Rank of 92 in the International Olympiad of Mathematics. Previously, I led AI/ML initiatives at Cloud Ace and Econz IT Services, where I specialized in Computer Vision, MLOps, and Generative AI solutions. I am passionate about turning the 'impossible' into 'implemented' through a mix of high-level architecture and data-driven consulting.

## Experience

JUNE, 2025 - PRESENT

Customer Solutions Consultant | Confluent Inc | Mumbai, Maharashtra

- **Portfolio Management:** Oversee technical operations for a \$14M enterprise portfolio, ensuring technical health and high renewal probability.
- **Mutual Success Plans (MSP):** Author and execute MSPs for Tier-1 partners, aligning Confluent's technical roadmap with the customer's long-term business KPIs and transformation goals.
- **Architecture & Solutioning:** Design production-grade data streaming and machine learning architectures, providing technical health assessments (THS) to identify and mitigate architectural debt and provide optimizations.
- **Use Case Recognition:** Identify and qualify new business use cases within existing accounts, driving platform expansion and increasing customer consumption by bridging technical gaps.
- **Cross-functional Leadership:** Lead weekly internal alignment syncs with AE, SE, and CSM teams to coordinate strategy and act as a technical escalation point for complex hurdles.

JUNE, 2024 - JUNE, 2025

Data Scientist - Team Lead & Presales Architect | Econz IT Services | Mumbai, Maharashtra

- **Strategic Client Engagement:** Spearheaded the AI/ML wing, acting as a key presales architect, engaging with clients across banking, infrastructure, finance, and retail sectors to understand their business challenges and propose tailored AI/ML solutions.
- **Solution Architecting:** Translated client requirements into comprehensive technical proposals, architecting solutions utilizing TensorFlow, PyTorch, and Google Cloud Platform, focusing on Brain Tumor Detection, loan risk analysis, fraud detection, money laundering prevention, and time series forecasting.
- **GenAI & IoT Solution Design:** Designed and presented innovative solutions leveraging Gemini-based chatbots with RAGs for personalized customer experiences and integrating IoT with Deep Learning for manufacturing process automation.
- **Technical Presentations & Workshops:** Conducted technical presentations and workshops for clients, demonstrating the value and feasibility of proposed AI/ML solutions, addressing technical concerns and showcasing ROI.
- **Team Leadership & Collaboration:** Led and mentored a team of data scientists, fostering collaboration and ensuring alignment with client expectations and project goals.

DEC, 2022 - JUNE, 2024

Technical Lead & Presales Consultant | Cloud Ace India | Bangalore, Karnataka

- Cloud Solution Consulting: Served as a presales consultant, collaborating with sales teams to understand client needs and architecting cloud-based solutions on Google Cloud Platform (GCP) for fraud detection, credit risk assessment, and conversational AI.
- Value Proposition Development: Developed compelling value propositions and technical proposals, highlighting the benefits of GCP solutions and demonstrating how they address client challenges.
- Proof of Concept (POC) Development: Designed and executed POCs to demonstrate the feasibility and effectiveness of proposed cloud and AI/ML solutions, showcasing tangible results and building client confidence.
- Technical Requirements Gathering: Conducted in-depth technical requirements gathering sessions with clients, ensuring a clear understanding of their needs and translating them into actionable solution designs.
- MLOps & Automation Advocacy: Advised clients on best practices for MLOps and automation, showcasing how streamlined processes can improve efficiency and reduce operational costs.
- Technical Presentations & Demos: Delivered engaging technical presentations and demos to clients, effectively communicating the technical details and business value of GCP solutions.

APRIL, 2020 - JUNE, 2022

Freelancer | Mumbai, Maharashtra

- Custom Solution Development & Presentation: Developed custom process automation solutions integrating IoT and machine learning, and presented these solutions to senior executives, highlighting their potential to improve profitability and reduce risks.
- Data-Driven Insights & Recommendations: Performed principle data analysis and provided data-driven insights and recommendations to clients, demonstrating the impact of ML and AI on business outcomes.
- Technical Documentation & Support: Created detailed technical documentation and provided ongoing technical support to clients, ensuring successful implementation and adoption of solutions.

## Skills

Python, SQL, TensorFlow, PyTorch, Scikit-learn, Google Cloud Platform (GCP), AWS, Deep Learning, Data Pipelines, ETL Processes, Data Warehousing, Model Deployment, Monitoring, Retraining, Solution Architecting, Technical Presentations, Requirements Gathering, Value Proposition Development, Proof of Concept (POC) Development, and Client Relationship Management.

## Education

- B.Tech in Computer Science Engineering with Spl. in Artificial Intelligence and Machine Learning.
- Google Cloud Certified Professional Cloud Architect
- Google Cloud Certified Professional Machine Learning Engineer
- Google Cloud Certified Associate Cloud Engineer
- Google Cloud Certified Cloud Digital Leader
- Google Cloud Certified Maps Expert
- Google Cloud Certified GenAI Expert
- Google Cloud Certified Workspace Admin
- Confluent Certified Developer for Apache Kafka