

# Sanjaay Gowda T S

## AI & ML Manager | Software Development Lead

AI & ML leader building agentic products and enterprise automation.

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### PROFILE

AI and ML manager with almost 10 years of experience leading cross-functional teams, building scalable machine learning solutions, cloud-native applications, and automation frameworks. Brings Python, Java, cloud engineering, and product development together to align technology with business goals and create useful user experiences.

Approximately **USD \$90M+** in cumulative business impact across the career. This is separate from the **USD \$10M+** AI/ML project delivery associated with the current management role.

|                                             |                                                |                                        |                               |
|---------------------------------------------|------------------------------------------------|----------------------------------------|-------------------------------|
| <b>Almost 10 years</b><br>Career experience | <b>USD \$90M+</b><br>Approx. cumulative impact | <b>25+</b><br>Enterprise AI/ML clients | <b>15</b><br>Team members led |
|---------------------------------------------|------------------------------------------------|----------------------------------------|-------------------------------|

### PROFESSIONAL EXPERIENCE

#### Manager - ML & AI

Course5i | Jun 2023 - Present | Bengaluru, India

- Lead cross-functional teams delivering scalable AI and ML solutions for 25+ enterprise clients, including Microsoft, LinkedIn, and Amazon.
- Delivered \$10M+ in AI/ML projects, aligning product development and technical strategy with business objectives.

#### Associate Manager - Full-stack Development

Course5i | May 2021 - May 2023 | Bengaluru, India

- Managed 15+ enterprise-scale projects across Azure, Google Cloud, and AWS, with budgets exceeding \$3M.

#### Data Engineer | Data Scientist | DevOps

Course5i | Feb 2018 - May 2021 | Bengaluru, India

- Engineered data pipelines processing 10TB+ daily, improving data accessibility and analytics speed by 40%.
- Developed machine learning models that improved forecast accuracy by 20%.
- Automated deployment pipelines, reducing system downtime by 30%. Managed cloud infrastructure with 100+ virtual machines and 99.9% uptime.

#### Analyst - Automation

Gallagher | Feb 2017 - Feb 2018 | Bengaluru, India

- Worked in the MIS team, developing internal automation solutions with VBA and SQL to streamline internal processes.

## RECENT PROJECTS - LAST 1 YEAR

Oct 2025 - Oct 2026. Recent work on these products; original project origins are shown below.

Reported outcomes are project results; their measurement periods are not specified in the available details.

### TXTSense

AGENTIC AI / PRODUCT | Project origin: 2021 - Present

End-to-end platform for intelligent ingestion, analysis, and orchestration of structured and unstructured data.

Implemented workflows that generate actionable insights and automate complex analysis tasks.

**Reported outcome:** Automated 70% of manual data analysis tasks and improved operational efficiency.

### DataToDeck

AGENTIC AI / PRODUCT | In development | Project origin: 2026 - Present

Developing a platform that transforms structured and unstructured data into professional, presentation-ready slides and reports, combining faster insight generation with automated storytelling.

### Voice of the Customer

CUSTOMER INTELLIGENCE / SOLUTION | Project origin: 2025 - Present

Led feedback capture, analysis, and prioritization with cross-functional teams. Developed agentic dashboards and reports to identify pain points, drive corrective actions, and monitor improvements.

**Reported outcome:** Analyzed millions of feedback records, reduced recurring issues by 25%, and improved response time by 40%.

### Virtual Persona

CONVERSATIONAL AI / PRODUCT | Project origin: 2024 - Present

Deployed digital avatars combining conversational AI, voice, and personalized user experiences to support scalable, human-like interactions.

**Reported outcome:** Increased operational efficiency by 40%.

### SFI / S360

ENTERPRISE / SOLUTION | Project origin: 2025 - Present

Led implementation and validation support, coordinating cross-functional activities and aligning execution with quality and regulatory requirements.

**Reported outcome:** Met full regulatory compliance requirements and completed validation with zero critical findings.

## INTELLECTUAL PROPERTY

Published Patent Application - Pending Grant | Application number: 202641107255

### Causal-Consistent Hierarchical Sentiment State Reconciliation Using Version-Fenced Reversible Contribution Chains

Designed a computer-implemented architecture for maintaining consistent, traceable sentiment across a thematic hierarchy, including macro-themes, themes, and micro-themes. The invention addresses how sentiment states should be updated when source evidence changes, conflicting sentiment appears, or the theme hierarchy evolves.

**Technical contributions:** Separate sentiment channels; Traceable contribution chains; Version-validated transactions; Contradiction handling; Reversible updates; Recovery and replay

**Potential applications:** Customer experience analytics, Support-ticket intelligence, Contact-centre analytics, Product-feedback monitoring, Survey analysis, Enterprise text analytics

**Technical areas:** Natural Language Processing, Hierarchical Sentiment Analysis, Graph State Management, Data Provenance, Transactional Consistency, Incremental Analytics

## SKILLS AND WORKING FOCUS

**AI, data, and automation:** Machine Learning, Agentic AI, Python, Java, SQL, VBA, Automation frameworks, Data pipelines, Data Science, NLP, Power BI, Google Analytics

**Cloud and delivery:** Azure, Google Cloud Platform, AWS, Cloud infrastructure, DevOps, Cloud-native applications, Process optimization

**Product and leadership:** Team Leadership, Product Development, Automation, Strategy

**Foundations and collaboration:** Cloud Data Infrastructure, Data Engineering & DataOps, Data & AI Science, Applied AI, Generative & Agentic AI, Data Visualization & Augmented Analytics, Knowledge Graphs, MLOps & X-Ops, Cross-functional team management, Project management, Product development lifecycle, Strategic alignment, Problem solving, Communication, Time management, Adaptability, Collaboration

**Working focus:** Client engagement, Solution prototyping and development, Team management, Quality assurance, Delivery and pipeline development, Business development, Lead generation

## ADDITIONAL CAREER ACHIEVEMENTS

Directed AI/ML projects generating \$7M-\$10M in annual revenue. Reduced data processing time by 30% and improved model accuracy by 15%. Led a 15-person team to deliver ahead of schedule. Improved team productivity through AI process implementations.

## EDUCATION AND LANGUAGES

### Bachelor of Engineering, Computer Science

Visvesvaraya Technological University | Jan 2012 - Dec 2016 | Hassan, India

**Languages:** Kannada - Native; English - Proficient; Hindi - Proficient

## CERTIFICATIONS AND PROFESSIONAL LEARNING

**Microsoft:** Azure AI Fundamentals; Azure Fundamentals; Azure Data Engineer Associate

**Google:** Cloud Digital Leader Certification; Google Analytics Certification; Google Ads Display Certification; Google Ads Search Certification; Google Analytics Individual Qualification; Advanced Google Analytics; Google Analytics for Beginners

**Coursera:** Python for Data Science and AI; Data Science Methodology; Tools for Data Science; What is Data Science?; SQL for Data Science; Use Canva to Create Desktop and Mobile-friendly Web Pages

**LinkedIn:** Learning Amazon Web Services (AWS) for Developers; Artificial Intelligence Foundations: Thinking Machines

**Udemy:** Powerful Reports and Dashboards with Microsoft Power BI; Microsoft's Power BI

## RECOGNITION

3AI Pinnacle Rising Star Awards - 2020

C5I Hackathon Winner - 2021, 2022

Employee of the Year - 2025

Star of the Quarter - 2018, 2023

Client Champion - 2019, 2024

## WRITING

**TechMegalodon** | 2023 - Present

Newsletter on emerging technologies, industry trends, and developments in the tech industry.

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