

PRAKHAR KUMAR

AI Deployment Engineer · Bengaluru, India · kumarprakhhar601@gmail.com · +91-85277-17772 · linkedin.com/in/pkumar001 · github.com/flamboyant-vinci

2 years owning AI deployment end-to-end for enterprise customers: co-founded a funded startup as a builder, now scoping value, leveraging AI-augmented delivery, and driving projects from discovery to production for Fortune 500 clients.

EXPERIENCE

- Enablement Engineer (Product)** · Draup Inc., Etter.ai Feb 2026 – Present
- Own end-to-end delivery of the flagship employee-level skills intelligence module on Etter.ai: authored the spec, leveraged agentic coding tools to build a working v0.1, and drove it to production. Now live with 2 enterprise customers and positioned by Draup's CEO as a core platform capability.
 - Own production deployment end to end: setting up data ingestion and integrations, verifying everything runs correctly post-launch, and diagnosing and fixing issues as they come up.
 - Manage 3 accounts through the full lifecycle from prospect through pilot, including a 48,000-employee hospital system taken to launch and scaled production adoption by securing cross-functional stakeholder buy-in.
 - Perform deep discovery and scope value for concurrent enterprise engagements across financial services, CPG, and insurance: define pilot scope and success criteria, and quantify business impact for stakeholder buy-in.
 - Lead customer presentations, training, and documentation handoffs for audiences from practitioners to executives, building trust and driving stakeholder alignment up to CXO and board level.
 - Partner with Account Executives on use cases and solution scoping ahead of executive commercial discussions, and act as escalation point between the Field CTO, engineering, and client stakeholders to keep delivery on track.
- Product Consultant (prev. Associate)** · Draup Inc., TI Platform Aug 2024 – Feb 2026
- Delivered talent intelligence engagements for Fortune 500 accounts; analyses informed \$2M+ in client workforce decisions and board-level presentations.
 - Drove platform improvements from customer feedback loops: 37% accuracy improvement in a core data pipeline and 18% adoption uplift on key modules.
 - Fast-tracked for promotion within the first cycle based on delivery quality and client trust.
- Co-Founder & CTPO** · Styx, agentic AI CI/CD evaluation Jan 2024 – May 2025
- Won a startup competition and raised an angel cheque from PIEDS, BITS Pilani's incubator, for an agentic AI testing/evaluation platform; owned product and technical direction from zero.
 - Ran 129 customer discovery interviews with engineering leaders and converted findings into 5 design-partner pilots of an eval framework for LLM agents in CI/CD pipelines.
 - Collaborated on AI bias and evaluation research with a Vector Institute (Toronto) researcher and a Meta engineer (working paper, unpublished).
- Product & Data** · Suhora Technologies, geospatial intelligence Apr 2024 – Aug 2024
- Built SAR-imagery analytics deliverables for defense and disaster-response clients; bridged data science outputs and customer-facing intelligence products.

SELECTED TECHNICAL WORK

- Self-hosted agent stack: personal Linode VPS running Docker, LiteLLM proxy, and MCP servers (Gmail, Calendar) orchestrating multi-model agentic workflows; used daily as personal productivity infrastructure.
- BedStats.in (Founder, COVID-19): multilingual hospital-bed availability platform; coordinated 200+ volunteers processing 6,000+ case pipelines/day.
- BITS Pilani thesis: flood inundation segmentation on SAR imagery (DeepLabV3+, U-Net + ResNet34), 93.25% IoU.
- ML internship, Institute of Seismological Research: ensemble XGBoost + SVMR models on radon time-series data for earthquake precursor analysis.

SKILLS

Delivery: Value scoping, spec writing, leveraging AI coding agents, production ownership, escalation management · **Engineering:** Python, SQL, JavaScript, Docker, REST APIs, Git · **Customer-facing:** customer technical enablement, stakeholder communication, discovery workshops, solution scoping

EDUCATION

B.E. (Hons.), Birla Institute of Technology and Science (BITS Pilani)

2024