Contact

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www.linkedin.com/in/
sanjeevsrivastav (LinkedIn)
www.eightfold.ai (Company)

Top Skills

Internet of Things

IOT

Watson

Languages

Hindi

Certifications

Watson IoT Solutions

Sanjeev Srivastav

Customer Experience | Data, IoT & Enterprise AI Software
| Industrial Automation & Digital Twins | Global Operations |
Photography
Pleasanton

Summary

- Software services delivery for AI-enabled B2B applications across
several industry verticals.
- Solution design using predictive analytics for healthcare (payer/
provider), HR (talent acquisition and management), financial services
(marketing; risk modeling), telecommunications (customer care),
energy (generation, controls), legal (e-discovery), and consumer/
industrial machines (performance).
- Startup leadership and global operations (Stratify, acquired by
Iron Mountain, Autonomy and HP; InsightsOne acquired by Apigee,
Eightfold.ai)
- Business & technology leadership for analytics, IoT solutions
and API ecosystems. Focused on machine learning on cloud and
edge platforms for problems involving structured and unstructured
(speech, text and visual) data.
- PhD in structural engineering and computer science, with early-
career experience in 3D modeling, civil and mechanical engineering.

Experience

None
Data & AI-led Software Technologies | Industrial Applications | Global
Ops | Photography
December 2020 - Present (6 months)
San Francisco Bay Area

Open to new opportunities

eightfold.ai
Vice President Of Services
August 2019 - December 2020 (1 year 5 months)

Talent Acquisition

Talent Management

Talent Diversity

with AI

Persistent Systems
3 years 5 months

SVP, General Manager, IoT & Industrial Systems
April 2018 - August 2019 (1 year 5 months)

IoT and AI applications in industrial automation for discrete and process manufacturing.
Human-machine interaction for business software using conversational systems and machine vision.
ALM and PLM applications in industrial product development.
Robotics and machine learning with platforms like ROS.
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Cloud, Security, Data & Machine Learning

SVP
April 2016 - August 2019 (3 years 5 months)
Santa Clara, CA

IoT solutions for asset management, facilities management.

Vertical applications in banking, healthcare and industrial automation.

IBM alliance for Watson IoT platform and Continuous Engineering / Continuous Lifecycle Management

GM, Data & Machine Learning
April 2018 - November 2018 (8 months)

Apigee
VP, Strategy
December 2013 - March 2016 (2 years 4 months)
San Jose, CA

Big data predictive analytics and API management for enterprise applications.

InsightsOne
VP, Customer Success & Operations
2013 - 2013 (less than a year)

Predictive analytics solutions for healthcare, e-commerce and financial services, leveraging structured and unstructured data, time sequences and graph data.
InsightsOne was acquired by Apigee.

Lavante, Inc.

Chief Operating Officer

December 2011 - December 2012 (1 year 1 month)

San Jose, CA

Provided strategic direction for the recovery audit and supplier management SaaS platform for accounts payable departments.

Initiated partnerships for expanding operational capacity, customer growth and service excellence for Lavante products and services.

Managed revenue models and account performance.

HP Autonomy

VP, Operations & Technology

June 2011 - December 2011 (7 months)

Mountain View, CA

Operations for unstructured data management services including eDiscovery, digital data storage and protection, email archiving, for hosted and managed service customers.

Global service management involving the ITIL framework and related tools/ methodologies, security standards, and quality systems.

Organizational alignment, post acquisition of Iron Mountain's digital businesses; redesign of Iron Mountain products to leverage Autonomy technologies.

Iron Mountain

11 years 3 months

VP, Operations & Technology Management

December 2009 - August 2011 (1 year 9 months)

Worldwide operations, service delivery and application support for hosted and on-premises electronic discovery software systems (for Iron Mountain Digital).

Partnerships with and acquisition of service providers for eDiscovery and related technologies.

Integration with systems for document/email collection, preservation, backup, and archiving.

Iron Mountain Digital was acquired by Autonomy.

VP, Professional & Data Services
June 2000 - January 2010 (9 years 8 months)

Managing professional services; SaaS and licensed software delivery for electronic discovery (legal) services and other unstructured data management products.

Overall operations responsibility, including P/L tracking, liaison with product management and engineering, customer satisfaction and retention, and sales engineering support.

Operated the business in three geographical markets – North America, EMEA, and APAC.

Stratify was acquired by Iron Mountain.

Exponent, Inc.
Managing Engineer
December 1994 - June 2000 (5 years 7 months)

Engineering consulting services in manufacturing and operations. Industries served include utilities, automotive, construction, and biomedical. Worked on power plant equipment such as turbines, generators and boilers; automotive projects involving crash simulations and vibration/fatigue; earthquake resistance of structures; and medical devices such as stents, grafts and bone implants.

STI Technologies
Senior Engineer
August 1992 - December 1994 (2 years 5 months)
Rochester, NY

Consulting and software development for structural mechanics, fracture, and vibration problems for power generation and aviation systems.

Cornell University
Senior Research Associate
April 1991 - August 1992 (1 year 5 months)

Research on 3-D graphics and parallel computation for engineering simulation. This post-doc position was a continuation of my Ph.D. work at Cornell's Program of Computer Graphics.

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Education

Cornell University
Ph.D., Engineering · (1986 - 1991)

North Carolina State University
Master of Science, Civil Engineering · (1984 - 1986)

Indian Institute of Technology, Delhi
Bachelor of Technology, Civil Engineering · (1979 - 1984)

St. Gabriel's Academy, Roorkee
High School · (1979)