

Dr. Giulia Solinas

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Date of birth: 1985-May-02 | Nationality: Italian | One child

[LinkedIn](#) | [GitHub](#) | [Blog](#) | [Personal Website](#) | [Publications](#)

Profile

IBM Champion and experienced AI consultant and data scientist with 15 years of expertise in applied statistics, machine learning, and data-driven system design. I architect and prototype GenAI and NLP solutions—from RAG pipelines to semantic search assistants—while bridging business needs and technical execution across industries. As a practitioner and former university faculty member, I combine in-depth modeling expertise with cross-functional leadership in pre-sales, AI enablement, and enterprise consulting.

Skills

- Technical & AI Expertise: Machine Learning, Applied Statistics, Data Modeling, LLM Applications, GenAI Architectures (RAG, AI Assistants, Semantic Search), Semantic Search with NLP Models.
- Programming Languages & Libraries: Python (scikit-learn, TensorFlow, NumPy, SciPy, matplotlib, HuggingFace, Pydantic), R, STATA, Jupyter
- Tools & Platforms: Git/GitHub/GitLab, CLI, IBM watsonx, Red Hat OpenShift AI, Podman AI, MS Office, Jira, Databricks
- Strategic & Consulting Skills: AI Governance, Technical Pre-Sales, Workshop Design, Stakeholder Management, Agile Collaboration, Executive Communication, Public Speaking, Pre-sales.

Employment History

Data Science and AI Consultant | CROZ DACH GmbH | Munich, DE

MARCH 2024 -PRESENT (PART-TIME, 80%)

- Led the design and prototyping of GenAI and LLM-based architectures (RAG, semantic search, task automation) for pre-sales engagements across finance, public sector, and industrial domains.
- Developed and deployed a Retrieval-Augmented Generation (RAG) proof of concept for a Croatian public institution, enabling AI-generated email responses and document retrieval with chatbot integration, reducing manual processing time by 30%.
- Built and showcased low-code/no-code demos for semantic search and NLP pipelines, accelerating client understanding of AI assistants.
- Collaborated with IBM Client Engineering and sales teams on pre-sales solutioning, GenAI workshop facilitation, and co-design of technical blueprints for AI-powered applications.
- Advised on AI governance frameworks and legacy code modernization (COBOL, RPG), translating complex technical solutions into strategic narratives for C-level stakeholders.
- Mentored cross-functional teams on machine learning fundamentals and LLM adoption strategies; delivered AI enablement sessions for business partners, training over 100+ individuals, and secured 10+ collaborations.
- Led and coordinated international developer teams in pre-sales technical architecture definition and demo development.
- Active contributor to thought leadership: editor of *AI à la Carte*, the CROZ newsletter on AI in production, and co-lead of the AWS Tech Alliance initiative for DACH, including student mentorship and speaking engagements.

Technologies: IBM wx.ai, wx.governance, wx Assistant, watson Discovery, wx code assistant, wx orchestrate, wx Code Assistant for Z, NeuralSeek, Red Hat OpenShift AI, Podman AI, Python, Transformers, RAG, low-code tools, TensorFlow, Pydantic, GitLab

Data Scientist | Thaltegos GmbH - ServicePlan SE | Munich, DE

SEPTEMBER 2023, NOVEMBER 2023-FEBRUARY 2024 (PART-TIME, 50%)

- Rapidly developed a machine learning model for customer churn prediction, achieving over 80% accuracy in under three months; the model was successfully tested and evaluated by the client.

- Initiated implementation of an MLOps pipeline using Databricks to support production-readiness and model governance for future deployments.
- Created and presented a full ML framework to stakeholders at an internal ServicePlan innovation event; authored the sales deck and technical OnePager to support commercial rollout.
- Contributed to strategic thought leadership with a position paper on the implications and adoption paths of generative AI in marketing and customer engagement.
- Designed and implemented a geospatial ML solution for optimizing location decisions for an e-mobility platform: built the data pipeline (data aggregation, cleaning), managed GitHub-based agile versioning, visualized results with GeoPandas, and applied Poisson regression and random forest modeling.

Technologies: Python, scikit-learn, Databricks, Jupyter, GeoPandas, GitHub, Jira, Agile ML workflows

Assistant Professor in Strategy | LMU | Munich, DE

MARCH 2018 — FEBRUARY 2024 (PARENTAL LEAVE 17/05/2022-01/03/2024)

- Led applied research and advisory projects in partnership with Accenture, Deloitte, and startups on digital transformation across med tech, automotive, and mobility sectors.
- Designed and implemented data-driven frameworks using web scraping, open-source data, and sentiment analysis for strategic modeling of platform governance, data-sharing behavior, and ecosystem design.
- Directed a multi-year research initiative on digital micro-lending platforms, combining econometric modeling (diff-in-diff, panel regressions) with qualitative methods (interviews, workshops) to define sustainable platform governance strategies.
- Delivered hands-on technical leadership: developed NLP pipelines for social media analysis, coordinated version control using GitHub, and supervised multi-stage data modeling workflows.
- Supervised teams of senior experts on digital transformation and M&A research; led quantitative methods internships focused on rule-based sentiment models and clustering techniques (PCA, k-means).
- Oversaw curriculum and team management for strategic digital platform courses at undergraduate and master's level; managed PhD program operations, including budgeting and external expert engagement.

Technologies & Methods: Python, Beautiful Soup, NLP, GitHub, PCA, clustering, sentiment analysis, econometrics, digital platform analytics

Assistant Professor in Strategy at the University of Liverpool | Liverpool, UK

SEPTEMBER 2015 — FEBRUARY 2018

- Supported MBA students' final consulting projects for implementing strategic advice.
- Led and coordinated bachelor courses in global strategic management, including introducing simulation games for strategic decision-making.

Research Associate at Bayes (formerly Cass) Business School | London, UK

SEPTEMBER 2011 — SEPTEMBER 2016

- Led 30+ data-driven strategy projects with Fortune 500 firms—primarily in the pharmaceutical sector—focusing on intellectual property operations, patent lifecycle optimization, and licensing strategies.
- Translated complex business processes into structured data models by mapping patent value chains and applying statistical techniques to assess performance and design optimization levers.
- Delivered tailored strategic insights through advanced data modeling (panel and multivariate regressions, SEM, fuzzy set analysis), working directly with C-level stakeholders on benchmarking and competitive analysis.
- Built, cleaned, and analyzed large-scale datasets from enterprise sources, created interactive data visualizations and presented insights in biannual executive workshops.
- Collaborated with a healthcare-focused consulting firm on national market surveys and analytics for strategic healthcare management in the UK.

Technologies & Methods: R, STATA, econometrics, SEM, fuzzy set logic, IP analytics, data visualization, market research, enterprise datasets (Compustat, Thompson Reuters, Orbis, Factiva, Lexis, Clarivate, Patstat, NBER patent dataset, NBER FDA Orange Book, SDC Platinum.)

Research Associate at University of Verona | Verona, IT

SEPTEMBER 2010 — JUNE 2013

- Led executive education in strategic decision-making at the regional agency for payment and trade register.
- Conducted case studies and market analysis for the trade register

Additional relevant experience

Co-founder at Diagonalising Ventures GmbH | Neuried, DE

MARCH 2023 — PRESENT

AI Engineering Consulting: Advised startups on AI strategy and product design, including RAG architecture for contract management using LlamaIndex (preprocessing, chunking, embedding models). Provided market and business model analysis to align GenAI solutions with platform capabilities and client needs.

Certifications

IBM Champion 2025, IBM Advocate 2024, IBM Contributor 2024, IBM Influencer 2024, IBM watsonx governance (Level 1-4), IBM watsonx.ai (Level 1-4), IBM TechXchange Dev Day on Open Source LLMs, IBM InstructLab, IBM watsonx Orchestrate (Level 1-3), IBM application modernization with watsonx code assistant for Z (Level 2), Databricks Generative AI Fundamentals, Datacamp Python (Introduction, Fundamentals, and Intermediate levels), BCG consulting virtual experience "Climate and Sustainability" on Forage.

Education

Ph.D. in Management (2017), Bayes Business School, City University of London, London – UK | Ph.D. in Business Administration (2013), University of Verona, Verona – IT | M.Res., Bayes Business School (2012), City University of London, London – UK | M.Sc. in Economics and Business (2010), University of Verona, Verona – IT | B.Sc. in Economics (2008), University of Verona, Verona – IT

Awards

Fully funded Ph.D. stipend (2011-2015) awarded by Bayes Business School, City University of London. | Fully funded Ph.D. stipend (2010-2013) awarded by the University of Verona

Languages

English (C2 level) | German (C2 level) | Italian (native)

Professional courses

Data Analytics Concepts with Python | HFU (DE) | July 2023

Strategies for Pythonic computation, state-of-the-art Python packages for Exploratory Data Analysis, GitHub

Machine Learning and Advanced Data Analytics with Python | HFU(DE) | July 2023

Supervised and unsupervised ML modelling, interpretability and validation of ML models, advanced statistical principles of ML models, GitHub.

Me outside work

Hobbies: Digging in sand with my toddler, hiking with a child carrier, blogging when not sleeping, eating ice cream with family and friends, skiing and swimming if someone else babysits, and learning to code better. I am a member of Women in Big Data and Women in AI.