

JAI BHATIA

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SUMMARY

Customer-facing technologist specializing in technical sales and applied AI, with experience designing enterprise solutions and delivering over 30 virtual demos for banking and insurance clients. Skilled at leveraging automation and AI-enabled workflows to advance sales opportunities and generate qualified meetings across digital channels. Proven collaborator with marketing and ecosystem teams, translating customer needs into pilots and product enhancements.

EXPERIENCE

WATERMELON SOFTWARE INC.

Sales Engineer

Remote, CA · Oct 2024 - Present

- Led technical discovery across QA, IT, security, and business teams to define success criteria, integrations, and pilot scope for enterprise evaluations, demonstrating product sales proficiency.
- Designed and delivered 30+ virtual technical demos for banking and insurance customers, leveraging technical demo delivery to advance accounts into technical validation and pilot stages.
- Built a production-grade automation workflow using n8n to ingest target accounts, enrich decision-makers, generate focused outbound messages, optimize digital channels, track state, and post summaries to Slack, creating a repeatable path to qualified meetings.
- Synthesized insights from 50+ customer and prospect conversations into clear product requirements, contributing directly to three roadmap features that shipped.
- Created reusable demo kits and walkthroughs to standardize technical storytelling, showcasing product sales proficiency and reducing preparation time.
- Supported pilots and handoffs with customer success and partners using documented architectures, runbooks, and acceptance criteria in a high-volume sales environment to shorten time to first value.

Data Scientist

Remote, CA · Sep 2023 - Oct 2024

- Shipped a screen classification model used in automated testing workflows, improving UI element detection accuracy by 2%.
- Co-developed a test case prioritization engine that reduced enterprise regression runtimes by 10% using historical signals and risk ranking.
- Prototyped GenAI-based test authoring using LangChain and retrieval from product specifications, reducing manual test creation and accelerating release cycles.
- Worked closely with product, engineering, and customer-facing teams to productionize ML features used in real enterprise environments.

PROJECTS

SignalNote | SignalNote

2025

- Open-source customer feedback analysis tool.
- Built ingestion pipelines for CSV and Google Sheets, clustered feedback for insight discovery, and shipped an interactive dashboard using Supabase and the OpenAI API.

Personal Website | Personal Website

2025

- Production portfolio built with Next.js and TypeScript.
- Includes contact API and content ingestion.
- Achieved Lighthouse accessibility and SEO scores between 95 and 100.
- Deployed on Vercel.

SKILLS

- **Solution Design:** Technical discovery, system architecture, proof-of-concept design, pilot scoping, executive communication
- **Applied AI & Data:** Python, SQL, ML integration, GenAI workflows, RAG, experimentation
- **Cloud & Systems:** AWS Lambda, S3, EC2, APIs, webhooks, event-driven workflows, basic Terraform
- **Tools:** n8n, OpenAI API, LangChain, Hugging Face, Supabase, Postman, Jira, Confluence
- **Sales & Digital Channels:** Product Sales Proficiency, Digital Channel Expertise, Digital Channel Optimization, Technical Demo Delivery, Virtual Presentation Skills, High-Volume Sales Environment

EDUCATION

University of California, San Diego - Rady School of Management

Jul 2022 - Jun 2023

M.S., Business Analytics

San Diego

- **Achievements:** Academic Fellowship Recipient

University of California, San Diego

Sep 2018 - Jun 2022

B.S., Mathematics and Economics, Minor in Business

San Diego

CERTIFICATIONS

- **AWS Partner Accreditation (Technical): 2025**
- **AWS Technical Essentials: 2025**
- **ServiceNow Certified Systems Administrator: 2026**