**Kaushal Misra**

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**Artificial Intelligence, Cloud Practitioner and Leader**

AI/ML ~ AWS Cloud ~ Solution Architecture and delivery ~ Data science ~ ML Ops

Client/CXO presentation skills ~ Innovation & Incubation ~ Large team management ~ P&L Management

**SUMMARY**

A dynamic leader with a track record of building and leading teams in AI/Analytics and Cloud (AWS) implementation space among others with in-depth, hands-on knowledge of AI/ML, Cloud (AWS), Big Data, Statistics, MLOps, DevSecOps, Architecture, Serverless Patterns, multiple programming languages backed by multiple certifications *combined* with years of large-scale team management (400+), and well-honed customer facing, CXO, NGO, VC interaction and presentation skills. Part of recent $30M Cloud implementation, and several business initiatives of $10M+ with scaling up of many more.

**Education**

1. MBA (Major in Information Management/Computers and Statistics), NITIE, Bombay, India
2. MS in Industrial Engineering, IIT Delhi, India
3. BS in Engineering, IIT Roorkee, India

**Professional Certifications**

* Machine Learning, Deep Learning numerous certifications including emerging field of MLOps (from AWS on Coursera) and production ML deployment (from GCP on Coursera)
* Data Science – Python, R, Analytics, Data Models, Large Data sets, Statistics
* Architectural patterns, cloud native architecture, Serverless architecture (in particular AWS Lambda), security framework
* Data wrangling of big data, encryption of data at rest and in-transit, and in Cloud
* Project Management – Certified PMP by PMI Org (2009, not current)
* Programming environments – Python, Go, Java, Julia, TensorFlow/Keras, PyTorch, MATLAB, Octave, SQL, ABAP, Fortran, several CLI environments such as terraform, oc, aws
* Container and orchestration technologies – OpenShift, Docker, Kubernetes, Jenkins, DevOps etc.
* Miscellaneous technologies useful for production deployment – AWS Clarify, ECS, ELK stack, Explainability, Linux in-depth
* ERP software - SAP SD Certified– 1998
* Enerdynamics Utilities Domain certification
* Business Value Articulation
* Administration of NT, Oracle, Web Server, Sun Solaris
* CRM , eCommerce (Broadvision), Pivotal

**IT Skills**

* HTML, JavaScript, CSS, Oracle, Sybase, MS Word, Excel PowerPoint, Access Database, Visio and MS Project, SAP SD & ABAP Versions ECC 6, 4.7, 4.6c;4.0b;3.1H.
* Platforms awareness at business level, not technical - IBM Db2 Warehouse, Sailfish, Oracle Exadata, Hadoop, Teradata, Sun Solaris, Oracle Databases, Sybase, MS Access & Microsoft SQL-Server

**Professional Experience**

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### MUFG Union bank, Los Angeles, CA June 2020 - Present

### VP and head of AI/ML Innovation and Incubation – Big-Data Analytical Solutions

* Led and created several new executable architectural patterns and pipelines in the area of AWS SageMaker, MLOps, Serverless technologies that helped onboard new use cases in the bank for the first time
* Worked with DevSecOps, Engineering teams, Businesses, other Architects, Data Scientists, Developers, Data Management teams to help create several PoCs that led to new business opportunities to the bank in multiples of $10s of M each
* Created a demand stream for future roadmap and capability model by engaging with senior leadership, data scientists, domain experts and practitioners alike. Secured budgets to fund the adaption by various P&Ls and LoBs
* Creating toolchain and experimenting with several technologies to determine what can be adapted for the businesses given current constraints and future directions incurring least technical debt while complying with regulators and security
* Evaluating multiple technologies in AI/ML niche areas including liaising with AWS core development teams

### Fuzzy Logix, Los Angeles, CA Feb 2016 – May 2020

### Director, Analytics – Big-Data Analytical Solutions

* Created new and radical solutions to client problems that required elements of AI and Big-Data Analytics in Machine learning, choice of Hardware platforms, Hadoop, Cloud solutions, Data Storage strategies
* Helped create clients distinct Business Advantages in Fortune 100 companies in Healthcare, Pharma, Banking, Telecom, Retail, CPG companies that either they were not aware of or had unsurmountable roadblocks in creating
  + Created new opportunities that brought new business of $150M + revenues, sales forecast by 4-5%
  + Cycle time of forecast from 5 days to less than an hour thereby changing the nature of utilization
  + Efficiencies and recast of current business of the order of 10-100x, turnover of 6-8 times
  + Advanced detection brought down false positives by 75%, increased detection 6x
  + Scoring brought down from 6 weeks to 4 minutes
* Crafted unique use cases to be taken to CXOs such as CIOs, CDOs, CTOs and Heads of Depts, PhDs, Data Science Leads
* Worked with a team of experts in Data Sciences, Statistics, Advance Programming, R, Python, SAS, SQL, and alliance with Solution Architects, Sales Heads of companies such as Teradata, IBM, Cloudera, Hortonworks, MapR
* Brought growth and strategic direction to Fuzzy Logix in terms of elevated client relationships, new prospects, new clients and marketing approach

### KPIT, Los Angeles, CA 2014 –2016

### Practice Director – SAP Practice, Large Deals, Marketing, Global Pursuits

* Worked with Large Deals group in creating new platform to enable compelling organizational offering in large deals segment
* Created artifacts that became corporate standards in Transition, Pricing, Solutions in large and complex deals
* Worked with Deal Partners and SAP on generating pipeline, expanding presence in the market
* Led large pursuits ($5M - $130M) in SAP coordinating with other SBUs and different domains
* Led Solutions, Estimation, Client Presentations and follow up leading to wins
* Worked with Sales Team globally to distribute lists, work focused approach to target prospects
* Led effort to create new sales lists in the defined target segments of $0.5B – 20B

### MphasiS Corp., Los Angeles, CA 2013 – 2014

### AVP and Head – SAP Pre-sales, Solutions, Americas

* Working with Sales Teams in existing accounts and prospects to devise strategies, solutions to win business
* Responsible for creation of GTM strategy, developing solutions with offshore teams to uniquely differentiate in the market in SAP HANA, Mobility
* Creating PoVs and proactive sales pitch, opportunity pursuit plans aimed at opening doors, creating new opportunities
* Working with SAP NA to get new certification, Webinars, joint pursuit strategy with AEs, GADs, PSAs
* Conducting roadshows for MphasiS sales force, client partners, clients, SAP to evangelize new product, value proposition

### Infosys Limited 2002 – 2012

### [SAP Sr. Practice Manager](http://www.linkedin.com/search?search=&sortCriteria=R&keepFacets=keepFacets&title=SAP+Account%2FProgram+Manager&currentTitle=co&goback=%2Efps_Kaushlendra+Misra+_*1_*1_*1_*1_*1_*1_*1_Y_*1_*1_*1_false_1_R_true_CC%2CN%2CI%2CG%2CPC%2CED%2CL%2CFG%2CTE%2CFA%2CSE%2CP%2CCS%2CF%2CDR_*2_*2_*2_*2_*2_*2_*2_*2_*2_*2_*2_*2_*2_*2_*2_*2_*2_*2_*2), Large Program Manager, Los Angeles, CA & Edison, NJ

**Client List: Boeing, Seattle; Caterpillar, Peoria; Molex, Lisle; JCI, Milwaukee; Celanese, Dallas; SCE, Los Angeles; PSEG, NJ 2005 – 2012**

**Responsibilities as Sr. Practice Manager –**

* Planning go to market strategies for opening new accounts
* Leading large pursuits ($5M - $250M), leading teams for estimation, financial approvals, solution architecture, RFP response, Oral presentation to Directors, CXOs
* Creating PoVs, proactive pre-sales materials to guide conversations at steering committee levels, sponsors, CIO, CXOs
* Program Execution for large relationships in Global outsourcing, implementation of one of the largest ERP (SAP) implementations including New Releases, Development and Maintenance
* Showcasing Infosys capability in managing large transition and Engagements to new Top 100 Clients

**Responsibilities as SAP Practice Manager –** Program Team size - 200+ people, total program budget in excess of 300M+

* Planning currently with client to implement next release SAP CRM and involved in defining business case, org structure, project WBS, RICEFW inventory and scope definition, risk management, scope definitions in Data profiling, reporting, migration, legacy system roadmap
* Managed a team of 10 Project Managers and cross functional teams comprising business users to legacy systems and SAP modules to deliver **3 critical Releases** with high customization - R1 (July 2008 – 600 objects), R2 (March 2009 - 150 objects), R3 (May 2010 – 300 objects). R1 phase related to Back Office implementation (FI, MM, SD, PS, HCM WCM), R2 was for more of HCM and R3 release for Operations, SCM, EAM, Portal, cFolder modules

1. **Infosys Technologies Ltd, London, UK 2004 –2005**

**Project Manager –** Project Team size of 60 + people

* Developing a Pursuit strategy in SAP for Infosys in United Kingdom

1. **SIDMAR NV, Belgium 2003 –2004**

**Project Manager –** Project Team size of 60 + people

* Managed the Upgrade from 4.6B to 4.7 version of SAP. The challenge was to complete it in a short period of 4 months to realize minimum Hard Freeze time.

1. **DaimlerChrysler (Asia, South Africa, Australia), based at Singapore 2002 –2003**

**Project Manager –** Project Team size of 60 + people

* Managed implementation for Thailand and Malaysia having CKD (Completely Knocked Down) Vehicles scenario with IS Auto 3.0 using ASAP methodology adapted to DaimlerChrysler.
* Suggesting models for reduction in costs for the client for Support and Development included the Benchmarking of Service Levels leading to reduction from US$6m to US4m per annum.

**Accenture, Columbus, OH 2001- 2002 Functional Lead (SD/MM Module)** of 20 people and a total Project Team Size: 550 + (More than Five Hundred Consultants) **Version: 4.6c, Department of Defense, US Govt**

* Played crucial role in Functional and Technical Designs in 4.6c for enhancements
* Worked in the areas of Pricing, ATP, Order Fulfillment, Logistics Execution (includes transportation, picking lists, packing and labeling) and imparting overall guidance and perspective to the team in these areas
* Designed and Configured a process for Foreign Military Sales type Back Order Conversion

**HCL Technologies, Delhi, India 1998- 2001**

**Sr. Consultant (SD/ABAP) -** Team Size - 25 **Version: 3.1H, IT Manufacturing Industry**

* Involved in ‘AS IS’ and Business Need Analysis of the client for multiple company code, multi plant scenario.
* Conducted training for key users in SD Module in order fulfillment cycle.
* Prepared a broad level ‘Project Scope’ document based on SAP for the existing processes and Business Process changes that covered 6 distribution channels, multiple shipping points for shipping and returns.
* ‘AS IS’, ‘TO BE’, GAP Analysis, Mapping with SAP was done of the above processes.
* Involved in the study of data transfer requirements and other Data Migration issues from legacy -Oracle and Unify to SAP.
* Prepared the Configuration Requirement Documentation (CRD). Documentation of ‘AS IS’, ‘TO BE’ and CRD documentation in different versions to enable Final Prototyping in different versions.

**Asian Paints India Limited, Mumbai, India 1994 - 1998**

**Logistics and IT Manager – Warehousing and Distribution Operations**

1. Looked after the logistics requirements and advice to three regions in the country. Design and development of MIS for Executives.
2. Co-ordination with the Planning Dept., Plants and Marketing functions
3. Maintained optimum Inventory levels in conformance with the yearly Production Plans while meeting various seasonal pressures in different regions of the country.
4. Evolved ways and implementing the management decision to reduce inventory from present 48 days to 35 days.
5. Part of a five-member Systems Team entrusted with the development and codification of a New Distribution module of the IMS.