

Rahul Singal

rahul.singal@live.com
+1 (425)-922-9261

www.rahulsingal.com
linkedin.com/in/rahul-singal

EDUCATION

Washington State University, Bachelor's of Science in Computer Science

Class of 2019

- Cpts 415 – Big Data
- Cpts 440 – Artificial Intelligence
- Cpts 443 – Neural Network Design
- Cpts 475 – Data Science

Pullman, WA

WORK EXPERIENCE

Accenture, ACN

March 2020 to March 2024

Enterprise Startup Partnerships, Lead (Space Tech & GenAI)

London, UK (Temporary Assignment)

- Achieved a 14% improvement in team win rates and reduced deal cycle time by 33% (from 90 days to 60 days) for my 30+ member team, driving significant sales efficiency by utilizing Azure Open AI Services during its pre-release phase in collaboration with our partners from Microsoft's Data & AI team.
- Grew our UK&I market sales by 20% in FY24 to \$20 million in services revenue by sourcing 100+ leads with our invested startups and emerging partners in Quantum Computing, Space Tech, and GenAI, with an average deal size of \$250,000.
- Developed and implemented a startup partnership strategy, including contracting (NDA's, licensing, & teaming agreements) for our greenfield space innovation business that achieved over \$5 million in revenue during the first 2 years.
- Drove a pipeline of 25+ pursuits on a novel multi-vendor initiative for clients requiring geospatial data and AI algorithms to eliminate deforestation in their supply chain and ensure EUDR compliance.

Enterprise Startup Partnerships, Senior Analyst (Cloud – Data & AI)

Chicago, IL

- Primarily managed pre-sales and closed 40 unique clients over a 2-year period which generated \$50 million in services revenue for our Cloud First business as the co-lead based in North America.
- Negotiated and saved over \$150,000 in software costs through a custom licensing agreement with a SaaS vendor for our internal AI workload management tool for our Green Cloud advisory team.
- Analyzed the global venture market using our proprietary tool powered by a human + AI construct, leading to the onboarding of 10 priority partners to support our Data & AI sub practice.
- Assisted with the go-to-market plan and due diligence of our firm's investment in an enterprise knowledge graph platform, Stardog.

ADDITIONAL EXPERIENCES & CERTIFICATIONS

University of Chicago, Polsky Center for Entrepreneurship and Innovation

March 2024 to Present

- Contracted directly with the managing director on special projects, including new innovation programming for the Booth School of Business and analysis of the Chicago quantum ecosystem in partnership with the Chicago Quantum Exchange, as well as Federal and State Government agencies.

Professional Certifications

- Microsoft Azure Fundamentals (AZ-900).
- Microsoft Azure AI Engineer Associate (AI-102).

SKILLS & INTERESTS

Core Tools & Libraries: Fast.AI; PyTorch; Tensorflow; Github; Vscod; PowerShell; Bash.

Technical Skills: Python; C/C++; Node.js; JSON; HTML; CSS; SQL; Microsoft PowerBI; Salesforce; Microsoft PowerPoint; Excel Macros.

Business Skills: Business Development; Vendor Management; Go-to-Market Strategies; Corporate Innovation and Incubation; Corporate Venture Capital; Executive Influence and Sales; Cross-Border Experience.

Interests: Full-Stack Development; AI Engineering; Creative Writing; Sketch Art; Running; Meditation.