

SHEKHAR (SHAKE) DEWAN

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SUMMARY

AI executive and founder who bridges technical execution and business strategy. Scaled enterprise AI teams to 20+ practitioners, generating \$10M+ in new contracts. Architected data platforms that powered startups to \$10M+ ARR. Endorsed for AI platform design by Google's Director of Research, Peter Norvig.

Known for translating complex technical concepts into business value—equally effective in boardrooms and codebases. Builds foundational systems that scale, leads cross-functional teams that deliver, and shapes strategies where technical possibility meets business necessity.

Core Expertise: AI Strategy | Product Management | Enterprise Sales & Consulting | NLP, CV, Deep Learning | Python, TensorFlow, AWS, GCP | Lean Six Sigma Black Belt

PROFESSIONAL EXPERIENCE

Hexona Systems Toronto, ON

Mar 2025 - Present

Fractional Chief AI Officer

A business automation and AI education platform with \$1M+ in annual recurring revenue

- Serve as senior technology and AI strategist, reporting directly to the CEO.
- Architect automation playbooks and POC frameworks that accelerate enterprise adoption and improve sales conversion.
- Define market positioning strategy focused on measurable ROI as competitive differentiator in crowded AI landscape.
- Lead technical engagement in B2B sales cycles, including solution design and proof-of-value demonstrations.

AI Forward Toronto, ON

Oct 2022 - Present

Founder & CEO

AI Forward is a consultancy delivering production-grade AI solutions and advanced strategy to small and medium-sized businesses (SMBs).

- Built and scaled consultancy from ground up, securing 30+ client engagements through full-cycle business development.
- Lead team of 5 practitioners and 4 development partners, overseeing all aspects of solution scoping, architecture, and delivery.
- Serve as principal architect across the portfolio, delivering AI-powered automations, data pipelines, and custom applications.
- Manage P&L, client relationships, and strategic direction while maintaining hands-on technical leadership.

Deloitte Toronto, ON

Jun 2021 - Oct 2022

AI Consultant

A global professional services firm with 400,000+ employees and over \$60B in annual revenue, providing audit, consulting, tax, and advisory services.

- National Lead for the NLP Center of Excellence, scaling to 20+ practitioners in under 18 months.
- Developed a flagship deployment accelerator that reduced project delivery timelines by 50% across multiple engagements.
- Standardized reusable solution assets, implementation playbooks, and quality assurance protocols.
- Contributed to \$10M+ in new NLP contract value through technical pre-sales, solution architecture, and strategic POV demonstrations.

Paperstack Toronto, ON

Jun 2021 - Dec 2022

Fractional Chief AI Officer

Paperstack is a Forbes 30 Under 30-founded e-commerce and fintech startup that has grown to over \$10M in ARR.

- Owned the entire AI function, reporting directly to the CEO.
- Architected the end-to-end data platform enabling real-time analytics that supported strategic pivot and expansion to \$10M ARR.
- Presented AI innovations to Google's Director of Research, Peter Norvig, earning direct product endorsement.

PFES Fredericton, NB

Jan 2021 - Jun 2021

AI Engineer & Consultant

PFES is a consulting firm specializing in forestry and environmental sciences.

- Led AI development initiatives as principal technical resource.
- Developed a novel AI model using LiDAR and GIS data that automated forest inventory analysis, reducing processing time by 40%.
- Built interactive dashboards and decision support systems for bioenergy and risk assessment, adopted by government agencies and industry partners.

STATISTICS CANADA Ottawa, ON

Sep 2020 - Dec 2020

Data Scientist (Contract)

Canada's national statistical agency with 5,000+ employees and a \$600M+ annual budget.

- Co-led COVID-19 supply chain monitoring initiative, producing weekly inventory intelligence for Health Canada's national response.
- Developed Flask-based analytics application processing financial datasets with 92-97% accuracy, reducing manual reporting burden and improving decision reliability.

EDUCATION

Mount Allison University

Sackville, NB

BA (Hons) Computer Science & Mathematics

May 2020

Mount Allison University

Sackville, NB

BSc Cognitive Science

May 2020

CERTIFICATIONS & PROFESSIONAL DEVELOPMENT

- Machine Learning Specialization | Stanford Online
- Data Engineering with GCP Specialization | Google Cloud
- Deep Learning Specialization | deeplearning.ai
- Lean Six Sigma Black Belt | Six Sigma Academy Amsterdam