

VIJAYAKUMAR, G. A.

Founding Technical Pre-Sales Engineer | Enterprise AI & APAC GTM

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EXECUTIVE PROFILE

A Technical Sales Leader and Builder who bridges the gap between complex enterprise sales and hands-on Generative AI innovation. Expert in architecting high-impact digital transformation initiatives for APAC's largest institutions, with a career defined by launching and scaling high-performance technical functions from the ground up. Currently operating in a high-growth startup environment, personally building RAG agents and automation pipelines (using Claude, Cursor, and Python) to solve complex operational problems. A "player-coach" who has mentored internal startup teams to win competitive venture funding.

LEADERSHIP HIGHLIGHTS

- Defined the regional "technical blueprint" and led a 20-architect virtual Centre of Excellence (CoE) that standardised technical excellence and productised consulting services to drive **significant regional revenue growth**.
- Daily practitioner of modern AI development. Personally architected and coded a **Generative AI (RAG) Co-pilot** using Cursor, Claude, and Python, reducing customer resolution times by **85%**.
- Trusted C-suite advisor to **10+ major ASEAN financial institutions and Government ministries**. Expert at navigating the high-stakes procurement, security, and integration requirements of conservative institutional buyers to secure **multi-million dollar project pipelines**.
- Proven ability to foster a "startup culture" within large organisations. Mentored **3 internal innovation teams** to ideate, prototype, and successfully pitch novel technical solutions at competitive annual venture events.

PROFESSIONAL EXPERIENCE

CYAIR | Singapore | Principal Consultant & Lead Architect | May 2024 – Present

Acting as a technical co-founder for client engagements, leading full-stack development from discovery to deployment.

- Hands-on GenAI Engineering:** Designed and built an enterprise-grade Generative AI automation platform for a regional logistics partner.
 - The Build:* Utilised **Claude and Cursor** to develop Python code for RAG retrieval and Agentic workflows, integrating **Pinecone** for vector search.
 - The Impact:* Reduced customer service mean-time-to-resolution (MTTR) by **85%** (from 1 week to <24 hours).
- Technical Strategy & Roadmap:** Defined AI adoption roadmaps for client executives, translating raw LLM capabilities into specific high-ROI business cases to justify seed-stage investments.

CISCO SYSTEMS | Singapore | Business Solutions Architect (APJ) | Jan 2017 – Apr 2024

Served as the regional technical lead for the FSI vertical, creating the "blueprint" for how complex solutions are sold and delivered across APAC.

- **Building the "Startup" Engine (CoE):** Identified a gap in technical consistency and led the APJ Architecture Centre of Excellence (CoE). Mentored 20 solution architects and established the region's first "Value-Led" sales framework, accelerating regional business growth.
- **Intrapreneurial Leadership:** Acted as the primary mentor for the Innovation Hub, coaching three distinct teams of Solutions Engineers to develop working prototypes. Guided these teams through ideation and technical design to win funding at the annual innovation showcase.
- **High-Stakes Technical Sales:** Personally owned the technical relationship for top-tier Financial Services accounts (DBS, Maybank, K-Bank). Navigated complex legacy environments to build a **consistent multi-million dollar pipeline** in highly regulated markets.
- **Product Feedback Loop:** Acted as the "Voice of APAC" back to global engineering product groups, ensuring regional requirements for security and compliance were built into the core platform roadmap.

Foundational Delivery & Consulting Leadership | ACCENTURE / IBM / ORANGE | Various Locations| Prior to 2017

- **Accenture:** Managed a **large-scale digital transformation program** for a major regional insurer. Led the transition from legacy infrastructure to a future-state cloud blueprint.
- **IBM:** Directed global architecture for a **complex supply chain analytics** overhaul. Established the data integration frameworks that allowed the client to leverage business analytics for operational efficiency.
- **Orange/BT:** Architected and integrated critical systems for **Singapore Government Ministries** (Defence, Education, Home Affairs), navigating strict public sector procurement to increase revenue by 23%.

TECHNICAL SKILLS

- **AI/ML:** Generative AI (RAG, Agents), LLMs (Claude, Gemini, Llama 3), Vector Databases (Pinecone), Python, AI-Assisted Coding (Cursor).
- **Pre-Sales:** Value-Led Selling (MEDDPICC), Technical Discovery, Solution Design, API Mapping, POC Development, ROI Modelling.
- **Enterprise:** Institutional GTM, C-Suite Advisory, Risk & Compliance, Strategic Workshop Facilitation.
- **Cloud/Infra:** Multi-Cloud (AWS, GCP, Azure), Enterprise Security, Data Pipelines.

EDUCATION

- **Master of Engineering (Civil/Structural)** | National University of Singapore (NUS)
- **Executive Education:** AI Governance Professional, AI for Leaders, Business Storytelling Studio.