

VIJAYAKUMAR, G. A.

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

Singapore (Citizen) | +65 9743 6134 | vijayakumar.ga@gmail.com | [linkedin.com/in/vijayga/](https://www.linkedin.com/in/vijayga/)

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

CYAIRE | 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.