KANCHANA PATLOLLA
Product Leader, Generative AI

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PROFESSIONAL EXPERIENCE

Technical Solutions Manager (Agents and Database)

Google 📅 Jan 2023 – Present

Identifying patterns from customer requirements to build solutions that address key market gaps and create portfolio strategy for significant customer value, prioritize requirements through market and competitive research define strategy for the solution, successful launching and landing

- Leading a cross functional team on multiple work stream efforts focused on Agent Development Kit, Launched adk-samples with 3.5k stars with a Vertex product Agent Garden with 40k visitors a month.
- Successfully launched and landed natural language to SQL solution that aligned with the overall product vision, resulting in a $200M pipeline and serving 123 strategic customers (Solution, Blog, Walk through)
- Authored requirement documents, roadmaps, defined strategy, building cross-functional collaboration, landing with 5 strategic customers and scaling globally
- Close partnership with Cloud AI Research on SQLPaLM to Enterprise adoption, leveraging expertise to bring Agent Research in the area of memory to Enterprises
- Led a diverse 19-member team from 3 product areas to launch a Developer Productivity with Generative AI solution, presented at the company sales kickoff (1500+ audience)
- Driving technical strategy for the future key initiatives with Office of CTO , Cloud AI Research , Product management and other partners

Customer Engineer (AI)

Google 📅 Jul 2017 – Dec 2022

Helping Enterprises with their Innovation journey, showcasing the value of GCP, handle objections in a constructive manner and challenge customers on where they should be focusing their efforts

- Increased product adoption by 120% by providing technical support and guidance to customers during the life cycle of their journey including enablement, prototype, business value showcasing, production
- One of the top 15 in East to complete ML Certification and Data Engineer Certification
- Worked closely with a Top-20 biller in the United States responsible for NLP use cases
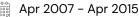
AWS Solutions Architect

DXC 📅 Jan 2015 – Jan 2017

- Architected dxc.technology's AWS deployment. This was an on prem to cloud workload and vital for the new brand launch
- Partnered with key decision-makers to analyze the benefits of integrating AWS into our existing on-premises and private cloud environments.

Performance Solutions Architect

DXC (Contract to Fulltime) 📅 Apr 2007 – Apr 2015

ACCOMPLISHMENTS

Generated $600M pipeline as technology leader for Generative AI solutions, managing 3 portfolios and launching 2 impactful solutions.

Increased consumption rate by 150% as New England AI Specialist, collaborating across strategic, enterprise, and corporate accounts.

Demonstrated expertise in all aspects of software delivery, excelling in Product Management and Engineering leadership for over 20 years.

PUBLICATIONS

Architecture for converting natural language to SQL queries

tdcommons.org 📅 Mar 2024

End to End pipeline for NL2SQL architectures with Caching, Dynamic extraction of schema, Creation of SQL, Validation and Execution

Entity standardization with Google Cloud

Google Cloud Blog 📅 Oct 2022

Walk through of the implementation architecture

TALKS

Google Cloud Next'2025

AI Agents: Control vs Autonomy 📅 Apr 2025

ODSC Key Note

Solving the Intelligent Puzzle: Development to solutions 📅 May 2025

Google Cloud Webinar

Getting the data to tell its story 📅 Dec 2024

EDUCATION

Masters in Information Systems Management
Harvard University Extension School

Bachelors in Computer Science and Engineering
University of Madras – SRM Engineering College

CERTIFICATION

Machine Learning Engineer and Data Engineer
Google Cloud

Solutions Architect Professional
Amazon Web Services