Contact

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Top Skills

Artificial Intelligence (AI)

Artificial Neural Networks

Deep Learning

Languages

Russian

German (Elementary)

English

Certifications

Windows Server 2008 Applications Infrastructure, Configuration

Server Virtualization with Windows Server Hyper-V and System Center Specialist

Honors-Awards

2014 Q1 TIP Top Employee award

Service Excellence Award

Exceptional Performance Reward

CEO Defining Principles Award - Customer's Trust

Nikolay Panchev

Gen AI Architect / AI Transformation / AI Public Speaker / Technical Trainer / AI Talks and Cloud Talks co-host
Bulgaria

Summary

I'm not just riding the AI wave — I'm helping to shape it. With over 18 years of experience in IT, I've evolved from building enterprise systems to driving meaningful change through Artificial Intelligence. My extensive background in workplace software gave me a deep understanding of how organizations operate, which has been instrumental in recognizing how AI can truly revolutionize businesses. I don't just see AI as a set of tools — I see it as a way to unlock efficiency, innovation, and new possibilities for organizations.

I work across Azure, AWS, and GCP, architecting AI systems that are scalable, secure, and designed to solve real-world problems. Whether it's unlocking the power of data analytics, enabling predictive maintenance, or developing cutting-edge models like Retrieval-Augmented Generation (RAG), my goal is to harness AI's potential for business transformation. Having firsthand experience with how organizations use workplace tools, I understand where AI fits and how it can provide immediate value — automating processes, enhancing decision-making, and driving growth.

But for me, AI isn't just about algorithms and models — it's about empowering people. I'm passionate about teaching and demystifying AI for both technical teams and business leaders. Through workshops and training, I help professionals see AI not as an intimidating future technology, but as a practical tool they can start using today. I enable organizations to rethink their strategies, optimize their operations, and leverage AI for a competitive edge.

My work extends beyond individual organizations. I co-host an AI community where we bring together hundreds of people each month to discuss the latest AI innovations, from AI ethics to enterprise adoption. This free and open platform creates a space for professionals to learn, share ideas, and collaborate on the future

of AI. I see AI's future as something we build together, and I'm committed to fostering that collaborative spirit.

Ultimately, what drives me is the belief that AI isn't just about technology — it's about transformation. It's about challenging the status quo, unlocking new capabilities, and helping businesses turn AI into a strategic advantage. With AI's power to reshape industries, I'm focused on making sure that organizations not only adopt AI but use it with purpose, vision, and impact.

Experience

Thermo Fisher Scientific
6 years 7 months

Senior AI Architect
February 2023 - Present (2 years 6 months)

As Senior AI Architect at Thermo Fisher Scientific, I drive AI innovation and deployment across Azure, AWS, GCP, and open-source environments. I specialize in AI use cases such as Retrieval-Augmented Generation (RAG), data analytics, predictive maintenance, NLP, and computer vision. I manage AI infrastructure, leveraging Azure AI services, AWS Bedrock, and open-source tools like LiteLLM, Ollama, and Llama.cpp for local inference. I also lead multi-agent framework projects using AutoGen and CrewAI, and AI-enabled coding with platforms like Cursor.AI. Additionally, I empower teams through no-code/low-code development with Dify.AI and Flowise.

Key responsibilities:

• Architecting and deploying RAG-based applications using Azure Cognitive Search, Elasticsearch, and LangChain for real-time data retrieval.
• AI-powered data analytics leveraging Databricks, Azure, and AWS for predictive insights and anomaly detection.
• Building AI solutions for predictive maintenance, integrating Azure IoT and AWS IoT for operational efficiency.
• Leading NLP deployments for document parsing, sentiment analysis, and chatbot applications.
• Implementing computer vision models for automation and quality control with Azure Computer Vision, AWS Rekognition, and GCP Vision AI.

• Managing GenAI deployments via Azure API Management (APIM) for scalable, secure operations.
• Specializing in lifecycle management of foundational and frontier models using MLOps pipelines for CI/CD.

This role focuses on aligning AI strategies with business needs, enabling innovation, and optimizing workflows through AI technologies.

Senior Manager, IT
January 2019 - January 2024 (5 years 1 month)
Sofia, Sofia City Province, Bulgaria

• Team management of the company's lead experts in the related technical field.
• Developing and supporting solutions based on the Power Platform.
• Developing and supporting solutions running in the Microsoft Azure cloud.
• Extensive knowledge and use of Azure AD.
• Powershell scripting and automation development.
• Roadmap creation aligned with Microsoft's product lifecycle and cloud first strategy.
• Main driver and advocate for citizen development tools adoption and propagation across the organization.
• Responsible for analyzing process flows, translating business requirements to technical solutions for core functional groups.
• Project management responsibilities for many of the internal initiatives.
• Vendor relationship management aligned with corporate spending strategy.
• Oversight for other non-MSFT cloud applications related to Life Sciences (Oracle, Veeva and others).
• Improving business processes by instigating modernization of tools and removing legacy application dependencies.
• Exposure to C-level staff and involved in "all users" communication preparation.
• Change management coordinated with business specific governing policies and procedures.
• IT representation for internal and client audits in relation to supported applications.

ITCE
Senior Technical Trainer
January 2023 - Present (2 years 7 months)
Sofia, Sofia City, Bulgaria

As a Senior Technical Trainer, I focus on equipping business professionals with a comprehensive understanding of Generative AI and its transformative impact across industries. My role is centered on demystifying AI for non-technical individuals, helping them grasp the potential of Generative AI to revolutionize their business processes, decision-making, and strategies.

I lead deep technical courses on the implementation of AI technologies from leading vendors, such as Microsoft, leveraging my expertise as a certified trainer from Microsoft and other top AI training providers. This certification equips me to deliver specialized AI training that prepares teams to adopt and integrate AI into their operations.

Key responsibilities:

• Designing and delivering AI-focused training programs that empower business leaders to understand and leverage Generative AI's potential.
• Leading technical courses on AI technologies, including deployment and integration, with a focus on Microsoft AI services and platforms.
• Bridging the gap between business and technology by making complex AI concepts accessible to non-technical professionals.
• Utilizing my certifications to provide authoritative guidance on AI strategies and hands-on implementation techniques.
• Guiding organizations in understanding AI's transformative power, from its role in automation to data-driven insights.

TeamLandi
Head of AI Transformation and Co-founder
June 2022 - Present (3 years 2 months)

Freelance
AI Public Speaker
January 2021 - Present (4 years 7 months)

As an AI Public Speaker, I leverage my expertise in artificial intelligence to lead discussions at major seminars, conferences, and public events, engaging with audiences on topics like enterprise AI adoption, generative models, and AI's future. I have spoken at events with hundreds of attendees, sharing practical insights into AI's transformative impact and how organizations can effectively implement these technologies.

I co-lead the AI Talks meetup group, a free and open monthly gathering focused on the latest AI developments. Each session explores cutting-edge topics like AI adoption in enterprises, ethical AI, and model deployment. This initiative builds on my prior experience with Cloud Talks, a similar open group focused on cloud technology trends.

Key highlights:

• Public Speaking: Leading seminars and public events, engaging audiences of hundreds on AI trends, adoption strategies, and its transformative potential.
• AI Talks Meetup: Co-leading a free and open monthly meetup group that draws large audiences to discuss recent AI innovations, with specialized sessions on enterprise AI and ethical considerations.
• Thought Leadership: Offering insights on AI adoption, model deployment, and ethical AI, based on extensive experience in AI infrastructure and solutions.
• Enterprise AI Expertise: Helping organizations understand and scale AI through practical, hands-on insights into cloud and AI technologies.

PPD
Senior Systems Administrator
September 2012 - January 2019 (6 years 5 months)
Sofia

• Technology group leader the Messaging and
collaboration department and Microsoft 365 MVP for the company.
• Microsoft Azure lead engineer and technology
advisor.
• Technology Roadmap facilitator and consultant.
License management for cloud services and vendor
relationship responsibilities.
• Capacity metrics oversight in the related field.
• Technical project management for major IT security
projects - implementation of a PAS (CyberArk),
ForcePoint security and others.
• Daily monitoring and incident management.

Hewlett-Packard
Windows Deep Technical Support
November 2011 - September 2012 (11 months)

• Windows Deep Technical Support for multiple high

profile clients of the Shared Services center.

• Exposure to environments with 100k+ users.

• Change management lead for the team.

• Windows SME on Clustering, File/Print and Active
Directory Services.

• Daily incident and patching responsibilities.

Adecco Group
2 years 6 months

Technology Supervisor
September 2010 - November 2011 (1 year 3 months)
Hewlett Packard Global Delivery Center Bulgaria

• Messaging and Windows Server/Application support
1st line team – Technology Supervisor.

• Management of all technical related activities as
well as support for technology related issues for the
teams under my responsibility.

• Accountable for the quality of service of the support
teams and responsible of dealing with complaints
from the customers.

• Preparation and organization of training sessions
related to the personal and professional evolvement of the team members.

• Consulting the team lead in the recruitment process.

Windows Operations 1st line support - Team Coordinator
June 2009 - September 2010 (1 year 4 months)
Hewlett Packard Global Delivery Center Bulgaria

• Windows Server and Application support 1st line
support - Team Coordinator.

• Provided training to the entire team for new
technologies and responsibilities assigned by team
lead.

• Developed new procedures and instructions to help
ongoing delivery of service.

• Entry point for escalations and queries from the
higher management and customers contacts.

Municipal Youth Center
Network specialist and system administration
July 2008 - March 2009 (9 months)

• Network specialist and system administration.
• Designed and built the network infrastructure in the Municipal Youth Center.
• Created and maintained the Windows AD and print services infrastructure.

Education

Technical University of Sofia

Technical University of Sofia
Bachelor's degree, Textile Sciences and Engineering · (2004 - 2008)

Hristo Smirnenski" Matchematical High school
High School, Mathematics and Computer Science · (1999 - 2003)