Josh Goldstein

Principal Solutions Architect | AI Infrastructure & Solutions Leader

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PROFESSIONAL SUMMARY

Technical leader with 10+ years architecting and scaling AI infrastructure and enterprise search solutions from pre-sales through production. Proven track record building solutions functions, influencing product roadmaps, and supporting multi-million dollar opportunities across Fortune 500 and high-growth startups. Deep expertise in vector databases, Kubernetes, LLM serving, and MLOps, with a passion for translating complex technology into business outcomes. Skilled at bridging engineering, product, and GTM teams to accelerate customer success and revenue growth.

CORE COMPETENCIES

Customer Success & Solution Delivery, Cross-Functional Leadership, Product & GTM Strategy Alignment, Technical Evangelism & Public Speaking, Team Mentorship & Enablement, Requirements Gathering & Solution Design, Strategic Storytelling & Communication, Self-Motivated & Outcome-Driven

PROFESSIONAL EXPERIENCE

Customer Excellence Solutions Engineer - Weaviate

Aug 2024 - Oct 2025 | Remote / Amsterdam, ND

- Defined and launched the Bring Your Own Cloud (BYOC) offering, closing a Fortune 50 enterprise and defined the core enterprise product serving multiple large enterprise customers.
- Partnered cross-functionally to strengthen enterprise positioning through customer feedback loops, technical enablement content (Jupyter notebooks, tutorials, ebooks), conference presentations, and advising growth teams on emerging AI capabilities.
- Advised and architected complex agentic and semantic search solutions integrating multimodal retrieval and generative pipelines, showing what's possible and bringing enterprise use cases from concept into production.
- Mentored new Solutions Engineers and established standardized POC frameworks and product feedback processes to accelerate enterprise delivery and adoption.
- Defined and launched the Bring Your Own Cloud (BYOC) offering, closing a Fortune 50 enterprise and defining the core enterprise product now serving multiple large enterprise customers.
- Partnered cross-functionally to align roadmap priorities and strengthen enterprise positioning through customer feedback loops, technical content creation, and market presence initiatives.

- Architected cutting-edge multimodal AI solutions using vision-language models (ColQwen, CLIP) and multimodal vector search, demonstrating what's possible with image-text retrieval and bringing enterprise use cases from concept to production.
- Mentored new Solutions Engineers and established standardized POC frameworks and product feedback processes to accelerate enterprise delivery and adoption.

Senior Solutions Architect - Seldon
Jan 2022 - Jul 2024 | Remote / London, UK

- Established the North America Solutions Engineering function as the founding member, creating repeatable customer engagement frameworks, POC methodologies, and post-sales delivery patterns that improved time-to-value across enterprise and startup customers.
- Co-designed Seldon's LLM product offering, defining agentic AI patterns, customer experience flows, and integration models that enabled enterprise teams to adopt generative AI — establishing best practice patterns used in production deployments.
- Contributed directly to MLServer (core product) by fixing production issues for customers and rebuilding trust that led to a six-figure renewal of an at-risk enterprise account.
- Designed and implemented enterprise-grade inference systems and deployment patterns for ML Endpoints, improving reliability, scalability, and time to production for customers deploying machine learning models at scale.
- Represented customer needs in engineering discussions and closed feedback loops that strengthened Seldon's presence and adoption in the MLOps community.

Senior Solutions Architect - Keeeb Inc.
Jan 2021 - Dec 2021 | Boston, MA

- Led technical and go-to-market execution for Keeeb's federated search platform, overseeing pre-sales, customer enablement, and solution design for enterprise accounts.
- Closed the company's first U.S. enterprise deal in the manufacturing sector by designing and delivering a proof of concept that integrated internal data sources into the platform's discovery layer.
- Contributed to product connectors that improved data accessibility, demonstrated agile engineering execution, and unlocked key features required to close first U.S. enterprise deal.
- Structured and led a joint engagement with a systems integrator to migrate a customer's legacy data system to the Microsoft ecosystem, aligning technical scope, pricing, and delivery to ensure success.

Business Innovation Manager - Lucidworks Inc.
Mar 2019 - Dec 2019 | San Francisco, CA

- Partnered with Product and Engineering leadership to design and prototype new capabilities for Lucidworks Fusion, drawing on experience as one of the platform's first enterprise customers and an early subject-matter expert.

- Helped define and deliver key product initiatives including a product merchandiser for digital commerce and a low-code/no-code framework for building search applications, contributing to both the initial and next-generation versions.
- Led Lucidworks' first beta program for new products, coordinating with early adopters to capture feedback that informed roadmap priorities and drove product-market fit.
- Collaborated with Customer Success and field teams to turn customer insights into product requirements, driving retention and expansion within enterprise accounts.

Solution Architect - Lucidworks Inc.
Jun 2017 - Mar 2019 | San Francisco, CA

- Designed and implemented enterprise search and knowledge solutions using Lucidworks Fusion and Apache Solr for Fortune 500 customers across technology and energy sectors.
- Influenced product direction by relaying customer needs to Product teams and validating new Fusion capabilities with key accounts, ensuring field feedback shaped development priorities.
- Integrated third-party technologies and vendor tools into the Lucidworks stack to expand solution capabilities and support complex customer environments.
- Created product demos for sales and marketing that contributed to Lucidworks' inclusion in the Gartner Magic Quadrant for Insight Engines.
- Mentored new Solution Architects following the Twigkit acquisition, training them in search theory, Fusion, and Solr technologies.
- Developed internal enablement programs and workshops to strengthen technical expertise across customer-facing teams and introduce new features in the Lucidworks product suite.

Sales Engineer - Lucidworks Inc.
Feb 2016 - Jun 2017 | San Francisco, CA

- Supported sales teams by designing and presenting search-based solutions to enterprise clients, leading proof-of-concept projects for opportunities ranging from $500K-$2M+.
- Directly contributed to 15 consecutive quarters of sales growth by delivering technical wins in complex enterprise evaluations.
- Acted as a technical liaison between customers and engineering, ensuring field feedback informed early product releases and feature prioritization.
- Enhanced Lucidworks' training program by leveraging AWS to improve reliability, scalability, and instructional content.

Co-Founder / Technical Lead - Mulsanne Dashboards
Apr 2014 - Jan 2016 | Houston, TX

- Designed and led development of Mulsanne Dashboards, an executive-level news and analytics platform that delivered personalized, business-critical updates to help leaders make better decisions throughout the day.

- Architected and implemented the platform's end-to-end infrastructure using Apache Solr, ExpressJS, and MongoDB, supporting real-time data ingestion, indexing, and search.
- Built an NLP/ML data pipeline that aggregated and classified news using RSS feeds, web scraping, NLP techniques, and bespoke machine-learning models developed with an external partner.
- Created internal monitoring and alerting dashboards to ensure system reliability and data accuracy.
- Defined product design, user workflows, and go-to-market strategy in collaboration with the founding team.

SharePoint Consultant - IImagineIT

Feb 2012 - Apr 2014 | Houston, TX

- Designed and implemented SharePoint-based knowledge management systems for global oil and gas and construction enterprises, enabling collaboration across globally distributed teams.
- Built taxonomy-driven metadata tagging and classification models using the Expert Systems framework - an early NLP engine for document categorization and content discovery.
- Configured and deployed SharePoint 2010 and FAST Search on-premises, integrating metadata tagging with enterprise search and developing custom taxonomies for business unit workflows.
- Developed custom .NET, PowerShell, JavaScript, and HTML/CSS solutions to extend platform functionality and automate deployment tasks.
- Collaborated with Knowledge Management program teams on information architecture strategy, delivered end-user training, and advised on knowledge management best practices.

SPEAKING ENGAGEMENTS

Purpose-Built Data Agents: This Is the Way

MLOps World / Gen AI Summit - October 2025

The Value of Data Agentic Tooling: A Work in Progress

MLOps World / Gen AI Summit - August 2025

WIP: Data and the Value of Data Agentic Tooling

Toronto Machine Learning Summit - June 2025

Digital Experience for the Next Generation Knowledge Worker

Activate 2019

Common Mistakes Made Deploying a Search Application with Lucidworks Fusion

Activate 2018

Ethics in Tech

UC Berkeley EECS Honors Program

From Model to Microservice > MLOps at Scale

Southern Data Science Conference

Various Apache Solr Meetups

TECHNICAL SKILLS

AI Infrastructure & Enterprise Architecture, Agentic Application Design (RAG frameworks, context management), Vector Databases & Semantic Search (Weaviate, multimodal), LLM & Generative AI Deployment, MLOps Platform Architecture, Kubernetes & Cloud-Native Systems, Multi-Cloud Architecture (AWS / Azure), Infrastructure as Code & Automation, CI/CD & Observability, Python Application Development, Data Engineering & Pipeline Design, Authentication & Authorization, Database Technologies (SQL / NoSQL / Graph), Product Feedback Loops & Experimentation

EDUCATION

Bachelor of Science: Information Technology
Rochester Institute of Technology, Rochester, NY
Aug 2007 - Dec 2011
Concentrations in Finance and Communications.