

# Niranjan Thimmappa



Technical Domain Expert | AI Solutions & Customer Success

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## PROFILE

Technical domain expert with over 2 years of hands-on experience bridging **AI/ML technology, customer-facing delivery, and vendor evaluation** in enterprise environments. At BuildingMinds, led **award-winning AI project delivery** (Digital Real Estate Top 10 Projects 2025), conducted POCs to validate new technologies and partnerships, and developed **standardized IT due diligence frameworks** for vendor evaluation across the organization. Deep technical fluency with **AI platforms (Azure AI Foundry)**, **prompt engineering**, **Python development**, and **production AI systems**, combined with proven ability to translate complex technical concepts for business stakeholders. Extensive experience in **RFP/proposal management, market analysis, and solution development** including make-or-buy decisions and comprehensive vendor assessment. Background includes **large company experience (GE)** with quality systems and regulatory-aware processes, plus cross-functional collaboration with engineering, product, and commercial teams. **MBA provides strategic business acumen** for understanding customer ROI, competitive positioning, and partnership evaluation. Eager to apply technical expertise, due diligence methodology, and customer-focused approach to transform **MedTech regulatory compliance through AI** at REMATIQ. Based in Berlin, ready for 4 days/week office culture and immediate impact.

## PROFESSIONAL EXPERIENCE

### Solution Architect | Customer-Facing Technical Delivery

BuildingMinds GmbH, Berlin

10/2023 – 12/2025

- Customer Project Delivery & Technical Leadership:** Led development and implementation of AI solutions for enterprise clients, serving as primary technical expert from POC through production deployment. Achieved award recognition (**Digital Real Estate Top 10 Projects 2025**) for AI-based invoice data extraction solution, demonstrating ability to deliver exceptional customer results and build compelling success stories.
- AI Solution Development & Deployment:** Designed and deployed machine learning solutions for automated document analysis (invoices, rental contracts) improving processing efficiency and accuracy significantly. Created and deployed **AI-assisted MVPs using Python and JavaScript** to test customer requirements prior to main product integration, utilizing GitHub repositories and Vercel for serverless deployment infrastructure.
- Production AI Systems & Optimization:** Maintained and continuously optimized **prompt and context engineering for AI extraction services in production environments** to enhance model performance and reliability. Applied hands-on technical expertise with Azure AI platforms, demonstrating strong foundation for understanding complex AI systems.
- Internal Project Management & PoC Leadership:** Led and managed internal projects for front-loading product design, ensuring timely delivery and alignment with company objectives. **Conducted proof of concepts (PoCs)** to test and validate new value propositions, technologies, and potential partnerships—directly applicable to REMATIQ's customer onboarding and integration work.
- Market Analysis & Solution Development:** Identified and analyzed potential solutions, providers, and partners in the market aligned with project goals and business requirements. Developed **comprehensive end-to-end solution approaches**, including make-or-buy decisions, technical specifications, and stakeholder requirements.
- Vendor Management & Due Diligence (Key Expertise):** Coordinated with internal and external stakeholders to conduct **comprehensive due diligence of vendor solutions** during partner selection processes. Managed vendor relationships and evaluation processes to ensure optimal partnership decisions. Developed and implemented **standardized IT due diligence frameworks and processes** for vendor evaluation and technology assessment across the organization—systematic approach transferable to evaluating MedTech regulatory solutions.
- RFP/Proposal Management & Customer Requirements:** Translated customer and user business requirements into actionable specifications for market screening, partner services, and solution design. Provided specialized content and defined customer-specific solution designs for RfPs and proposals, **assuming full responsibility for entire RfP sections**. Coordinated with internal experts to ensure highest quality of proposal content.
- Technical Documentation & Developer Experience:** Established and maintained comprehensive **API documentation infrastructure using Readme.com** to improve developer experience and partner integration processes. Led design and implementation of data visualization dashboards using Apache Superset to enhance business intelligence capabilities.
- CSR Feasibility Studies:** Performed comprehensive feasibility assessments for **Corporate Sustainability Reporting Directive (CSR) compliance** solutions, demonstrating ability to understand regulatory frameworks and assess compliance requirements—transferable to medical device regulatory analysis.

### Account Manager | Technical Customer Engagement

Energenious GmbH (Climate-Tech Scale-up), Berlin

04/2023 – 09/2023

- Customer-Facing Technical Solutions:** Engaged with renewable energy customers to understand requirements, conduct on-site consultations, and demonstrate technical solutions combining hardware and software optimization algorithms. Represented company at Smarter E Munich 2023, Europe's leading renewable energy trade show, generating qualified leads through technical presentations.
- Use Case Development & Market Analysis:** Analyzed customer workflows, identified optimization opportunities, and translated technical capabilities into customer value propositions. Gathered market intelligence on competitive solutions and emerging customer needs.

### Working Student | Analytics & Technical Systems

GE Power Conversion GmbH (Global MedTech/Industrial Leader), Berlin

01/2022 – 03/2023

- Large Company Experience & Process Understanding:** Gained firsthand experience navigating **complex organizational structures, quality management systems, and regulatory-aware development processes** at global industrial technology leader GE. Worked within established frameworks for technical documentation, validation procedures, and cross-functional collaboration typical of large regulated companies.
- Data Analytics & Forecasting Systems:** Built Salesforce-based analytics dashboards integrating hardware telemetry data, improving forecast accuracy by 30% through data-driven insights. Demonstrated ability to translate technical data into business intelligence and actionable recommendations for stakeholders.
- Technical Specification & Market Intelligence:** Conducted competitive analysis of emerging technologies, validated technical specifications for industrial systems, and identified strategic opportunities worth €2M+ through systematic market research and technology assessment.

### Technical Sales Engineer | Customer Solutions

Arabcal Technical Solutions LLC, Dubai

03/2014 – 08/2019

- Technical Project Delivery:** Delivered 100+ technical projects for major industrial OEMs (Eaton, GE, ABB) and utility companies. Managed €5M+ annual pipeline, conducted technical consultations, designed integration solutions, and provided implementation support and training.
- Customer Success & Account Management:** Built long-term customer relationships through consultative approach, post-sale support, and continuous value delivery, driving repeat business and referrals.

## EDUCATION

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### MBA in Energy Management

Technical University of Berlin (TU Berlin)

09/2019 – 03/2023

- **Business Strategy & Market Analysis:** Gained strategic thinking frameworks for competitive positioning, market assessment, customer segmentation, and revenue growth. Developed understanding of regulatory landscapes, technology adoption cycles, and business model innovation.
- **Cross-Functional Leadership:** Led team projects requiring collaboration across technical and business stakeholders, presenting findings to diverse audiences and building consensus around strategic recommendations.

### B.Tech Electrical & Electronics Engineering

SCMS School of Engineering

08/2009 – 05/2013

- **Technical Foundation:** Strong engineering fundamentals in systems thinking, problem-solving, data analysis, and technical documentation—transferable skills for understanding complex technical domains like medical device development.

## SKILLS & COMPETENCIES

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### Due Diligence & Vendor Management

**Vendor Evaluation:** Comprehensive due diligence of vendor solutions during partner selection

**Framework Development:** Standardized IT due diligence frameworks and processes for technology assessment

**Partnership Management:** Vendor relationship management, optimal partnership decisions

**Market Analysis:** Solution provider analysis, make-or-buy decisions, competitive evaluation

### AI & Technical Expertise

**AI/ML Platforms:** Azure AI Foundry, prompt engineering, production AI systems optimization

**Development:** Python (FastAPI, asyncio, pandas), JavaScript, MVP development

**DevOps:** Git, Docker, CI/CD pipelines (GitHub Actions, Vercel), serverless deployment

**Data:** SQL/NoSQL databases, data pipelines, analytics (Apache Superset)

### Customer-Facing & Project Delivery

**POC Leadership:** Proof of concept validation, technology testing, partnership evaluation

**Project Management:** Internal project leadership, timely delivery, stakeholder alignment

**Technical Communication:** Translating complex concepts, executive presentations

**Customer Success:** Requirements translation, solution design, value demonstration

### Regulatory & Compliance Awareness

**CSRD Compliance:** Feasibility assessments for Corporate Sustainability Reporting Directive

**Framework Understanding:** Experience with regulatory compliance solutions evaluation

**Large Company Processes:** Quality systems, documentation, validation procedures (GE)

**Domain Adaptability:** Rapid learning of complex regulatory and technical domains

### RFP & Proposal Management

**Requirements Translation:** Customer business needs into actionable specifications

**Proposal Development:** Customer-specific solution designs, full RFP section ownership

**Technical Documentation:** API documentation (Readme.com), comprehensive specifications

**Stakeholder Coordination:** Internal expert collaboration, quality assurance

### Business & Strategic Thinking

**Solution Development:** End-to-end approaches, technical specifications, make-or-buy decisions

**Market Intelligence:** Provider analysis, competitive positioning, opportunity assessment

**MBA Business Acumen:** Strategic thinking, customer economics, ROI demonstration

**Cross-Functional Leadership:** Engineering, product, commercial team collaboration

## LANGUAGES

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### English

C1 – Fluent (Native-level professional)

### German

B2 – Professional Working Proficiency

## REFERENCES

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**Tobias Ungermanns**, Head of Solution Design, BuildingMinds GmbH  
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**Marcel Steffen**, Chief Financial Officer, BuildingMinds GmbH  
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