

Terence Brown, Jr

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Professional Summary

Data & AI Architect with over 14 years of experience architecting and implementing modern data systems and leading cross-functional teams in Fortune 500 companies to drive data modernization and AI-driven transformation. Known for distilling complex technical concepts into actionable strategies that align with business goals. Drives conversation from ideation and requirements gathering to solution architecture and implementation.

Skills

Cloud & Data	Languages & Tools	Analytics	Cloud	AI & ML
Azure	SQL	Power BI / DAX	Data Factory	Azure OpenAI
Microsoft Fabric	Python	Fabric Real Time	Event Hub	Azure AI Studio / AI Foundry
Databricks	Apache Spark	Azure SQL DB / SQL Server	Event Grid	Machine Learning
Snowflake	KQL	SSAS	Power Automate	Gen AI / RAG
Azure Synapse	Git	Jupyter Notebooks	SSIS	Github Copilot / Cursor / Cline
dbt	Airflow	Statistics	Hadoop / Hive	Autogen
Azure Stream Analytics	PySpark	Tableau	Logic Apps	MCP

Experience

Microsoft

Senior Technical Specialist: Nov 2024 – March 2025

- Collaborated with Account Executives and Sales Specialists to drive Data & AI strategy in customer accounts using the Azure Data Platform and Azure AI.

- Skilled in pre-sales strategy, solution architecture, technical consulting, and helping enterprises optimize operations with predictive analytics, IoT, and smart manufacturing.
- Adept at delivering high-impact demos and leading technical engagements to showcase AI-driven solutions.
- Engaged with director and C-level technical leaders, effectively communicating complex AI and data strategies to drive executive alignment, business strategy, and decision-making.
- Passionate about enabling manufacturers with Microsoft Fabric, Azure Databricks, Azure AI, and Power BI to enhance operations, supply chains, predictive maintenance, and Industry 4.0 initiatives.

Senior Data and AI Consultant: April 2017 - Nov 2024

- Served as a trusted data strategy advisor to seven Fortune 500 companies, as well as state and federal government agencies.
- Led teams of 3 to 8 people in data estate modernization projects with data engineering, data analytics, and secure cloud data platforms that increased scalability over 400% and reduced report development time by 50%.
- Enhanced project success by conducting thorough candidate interviews for strategic accounts and aligning team members' skills with project requirements. This approach ensured efficient project execution, resulting in a 50% increase in overall project satisfaction surveys.
- Facilitated product envisioning sessions with key stakeholders to meticulously define project requirements, establish Service Level Agreements (SLAs), outline project scope, and effectively manage stakeholder relationships.
- Collaborated closely with management to interview potential new hires for both behavioral and technical factors for success.

Pragmatic Works Consulting

Sr. Business Intelligence Consultant & Trainer• Nov 2011 - April 2017

- Accumulated over five years of consulting expertise specializing in the business intelligence, data engineering, analytics engineering, and data warehousing in a Microsoft Gold Partner consulting firm.
- Functioned as an on-demand virtual mentor and expert, providing guidance in the fields of data warehousing, data modeling, data engineering, data analytics, DAX, and Power BI.

- Gathered reporting and analytical requirements from key stakeholders and created data models for data warehouses, data marts, and Power BI datasets.
- Demonstrated leadership in consulting engagements, contributing as a team player and executing independent projects.
- Served as a professional trainer and course developer for Power BI, SSAS, SSRS, and T-SQL classes, while maintaining excellent customer satisfaction.

Certifications

- Fabric Data Engineer Associate (Microsoft 2025)
- Fabric Analytics Engineer Associate (Microsoft 2024)
- Azure Enterprise Data Analyst Associate (Microsoft 2022)
- Azure Data Engineer (Microsoft 2019)
- Azure Architect Technologies (Microsoft 2020)
- Azure Fundamentals (Microsoft 2019)

Education

University of Florida
Bachelor of Science in Business Administration
Decision and Information Science