

## **Terence Brown, Jr.**

(352) 359-0954 | [tj@tj-brown.com](mailto:tj@tj-brown.com) | [linkedin.com/in/sqltj](https://www.linkedin.com/in/sqltj) | Orlando, FL

### **PROFESSIONAL SUMMARY**

I am a seasoned Senior Data & AI professional with over 12 years of experience of leading cross-functional teams in seven Fortune 500 companies to successfully implement innovative data analytics products and modernized data estates. My specialties include team building, project management, cloud architecture, data analytics, and data engineering.

### **EXPERIENCE**

#### **Microsoft**

##### ***Sr. Data & AI Consultant***

***Mar 2020 – Present***

##### ***Data & AI Consultant***

***April 2017 – Mar 2020***

- Accumulated over 11 years of experience of leading cross-functional teams to create successful modern data analytics products in the Azure cloud data platform
- Served as a trusted data strategy advisor to seven Fortune 500 companies, in addition to state and federal government agencies
- Led multimillion dollar data estate modernization projects with data engineering, data analytics, and secure cloud data platforms that increased scalability by over 400% and reduced report development time by 50%.
- Enhanced project success by conducting thorough candidate interviews and strategically aligning team members' skills with project requirements. This approach ensured efficient project execution, resulting in a 20% 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***

***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
- Conducted technical pre-sales demonstrations Microsoft Solution Specialists, showcasing the capabilities and value of Microsoft solutions to prospective clients. This initiative-taking engagement led to an over 80% sales conversion rate.
- Functioned as an on-demand virtual mentor and expert, providing guidance in the fields of data warehousing, 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 for Power BI, SSAS, SSRS, and T-SQL classes, while maintaining excellent customer satisfaction scores.
- Co-developed course content for professional training classes

## **EDUCATION**

***Bachelor of Science: Decision and Information Science***

University of Florida

## **SKILLS & CERTIFICATION**

SQL, Power BI, Microsoft Fabric, Python, PySpark, Azure SQL, SQL Server, Azure, Azure Synapse, Azure Data Factory, C#

### **Certifications**

Azure Enterprise Data Analyst Associate

Azure Data Engineer

Azure Data Fundamentals

Azure Architect Technologies