

Terence Brown, Jr.

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Professional Summary

I am a seasoned Data & AI Technical Specialist with over 13 years of experience architecting modern data systems and leading cross-functional teams in Fortune 500 companies to drive AI-driven transformation and data modernization.

Experience

Microsoft

Senior Technical Specialist: Nov 2024 - Present

- Experienced Data & AI Technical Specialist with expertise in Azure AI, Machine Learning, and Modern Data Platforms to drive digital transformation in manufacturing.
- Skilled in pre-sales strategy, solution architecture, and technical consulting, 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.
- Proficient in engaging 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: Mar 2020 - Nov 2024

Data and AI Consultant: Microsoft 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 & 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
- 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

University of Florida - Bachelor of Science: Decision and Information Science - 2008

Certifications

- Fabric Data Engineer Associate
- Fabric Analytics Engineer Associate
- Azure Enterprise Data Analyst Associate
- Azure Data Engineer
- Azure Data Fundamentals
- Azure Architect Technologies
- Azure Fundamentals

Skills

- Microsoft Fabric
- SQL
- Power BI / DAX

- Azure Data Factory
- Databricks
- Python
- Spark
- Azure Synapse
- Azure SQL DB / SQL Server
- Azure
- SSIS / SSRS / SSAS
- C#