Terence Brown, Jr.

(352) 359-0954 | tj@tj-brown.com | linkedin.com/in/sqltj

Professional Summary

Data & AI Technical Specialist with over 14 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

- Collaborated with Account Executives and Sales Specialists to drive Data & AI transformation 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.

- 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: April 2017 - Nov 2024

- Served as a trusted data strategy advisor to seven Fortune 500 companies, in addition to state and federal government agencies.

- Led teams of 3 to 8 people in high profile $2MM+ dollar data estate modernization projects with data engineering, data analytics, and secure cloud data platforms that increased scalability be 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 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 with Microsoft Solution Specialists to showcase the capabilities and value of Microsoft solutions to prospective clients.

- 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 corporate training classes for Power BI, SSIS/SSRS/SSAS, and T-SQL.

Certifications

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

Skills

- Microsoft Fabric
- SQL
- Power BI / DAX
- Azure Data Factory
- Databricks
- Python
- PySpark
- Azure Synapse
- Azure SQL DB / SQL Server
- Azure
- SSIS / SSRS / SSAS

- C#

Education

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