ANIRUDH KASHYAP

Director, Solutions Engineering | Director, Forward Deployed Engineering

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PRESALES LEADERSHIP HIGHLIGHTS

15+ years of pre-sales and engineering experience, with a track record scaling Solutions Engineering and Forward Deployed Engineering functions across Fortune 500, regulated, and enterprise AI/ML platforms.

- **Revenue Impact:** Led SE team at Citrine Informatics from $0 to $15M+ ARR via solutioning, demo, and value-engineering frameworks closing enterprise Fortune 500 deals (avg.$350K); $2.5M ARR contributed per quarter at Smartcat
- **Solutions Team Leadership:** Founded and scaled three Solutions/FDE functions, including Citrine (zero attrition, 3 years) and Smartcat (3 to 11 reports in one year); scaled app engineering function from US into East Asia across six markets.
- **AI-Native Expertise:** Built Toolkit, an AI capability suite in Claude Code, and Smartcat's agent-first delivery model, cutting connector delivery from 3 months to 4 days.
- **Full-Lifecycle Technical Ownership:** Owns the Smartcat customer relationship end to end, discovery through renewal, with no support tier between the team and the customer.
- **Global Leadership:** Led global teams at multiple orgs and invited to speak at Johns Hopkins APL (2024) and Shell's AI Scientific Conference (2022); fluent in seven languages.

EXPERIENCE

Smartcat, Inc *(AI-powered enterprise content and localization platform)*

Director, Forward Deployed Engineering Nov 2024 - Present

Role progression: Director, Solutions Engineering → Director, Forward Deployed Engineering

Owns full-lifecycle technical engagement, from discovery through renewal, for an AI-powered enterprise content and localization platform (~$15-25M ARR).

- Led the 2026 restructure of Solutions Engineering into Forward Deployed Engineering function, scaling the org from 3 to 11 direct reports in one year (US West to EMEA), owning hiring, org design, and role definition throughout.
- Moved FDE to an agent-first build model using agent skills frameworks and MCP, cutting connector delivery time from 3 months to 4 days.
- Built Toolkit, an AI-powered capability suite developed in Claude Code, closing platform gaps faster than the roadmap could ship them.
- Embedded AI into daily workflows, building internal tools with Claude Code and n8n, including an agent-first delivery model and a PoC qualification workflow that automatically scores Gong calls across seven criteria.
- Designed Smartcat's value-engineering solutioning process and Proof-of-Value offering for technical pre-sales, achieving a 60% PoV-to-close rate.
- Serves as technical win owner across a $50M+ pipeline, partnering with AEs on competitive positioning and technical qualification; team contributes approximately $2.5M per quarter in revenue.
- Standardized the technical pre-sales RFI/RFP process, reducing response time from 2 weeks to under 3 days with an internal SLA for enterprise deals.

Citrine Informatics *(AI/ML SaaS platform for materials and chemicals, Series A to C)*

Director, AI Solutions Engineering Feb 2019 - Oct 2024

Role progression: Senior Data Engineer → Founding Manager → Senior Manager → Director

- Founded and scaled the global Solutions Engineering function, building a team of PhD-level domain experts with zero attrition over three years.

- Drove ARR growth from $0 to $15M+ by building scalable solutioning, demo, and value-engineering frameworks that closed enterprise deals averaging $350K over 6-month cycles with Fortune 500 accounts including Altana, Braskem, and Michelin.
- Created productized PoC offerings (MI-Demos, MI-Trials, MI-Workshops), contributing $3M+ in ARR directly and accelerating technical validation.
- Established a structured product feedback loop from solutioning into Product, feeding competitive evaluations and enterprise use-case patterns into the 2020 to 2024 roadmap.
- Built data pipelines as Senior Data Engineer from Palantir Foundry and SQL databases into the Citrine platform for lighthouse enterprise customers, prior to founding the SE function.

Deloitte Consulting *(Big 4 global management and technology consulting firm)*

Lead Analytics Consultant Dec 2017 - Jan 2019

- Led a digital transformation program for the Bureau of Medicine and Surgery (BUMED) and Health and Human Services (HHS), developing a global workforce readiness and capability reporting platform in Tableau that supported operational decisions across 472 worldwide locations.

Atotech GmbH *(Global PCB electroplating and semiconductor chemistry supplier)*

Sr. Applications Engineer Oct 2012 - Feb 2017

- Led international engineering programs across the US, Taiwan, and Japan, delivering 10%+ performance improvements for customers including Samsung and HTC.
- Built "The Toolbox," a 1.5 million-record R&D database adopted across global teams to accelerate experiment retrieval and knowledge transfer.

Cree, Inc (Now Wolfspeed) *(US market-leading innovator in LEDs and GaN-based power devices)*

R&D Process Engineer (Level I → Level II) Jan 2010 - Sept 2012

- Delivered an 18% LED brightness improvement and contributed to the 231 lm/W world-record LED and commercial 40W/100W bulb lines shipped globally.

AREAS OF EXPERTISE

- **Technologies/Tools:** AI/Agentic (Claude Code, Claude Cowork, Agent Skills frameworks, MCP); CRM/GTM (Salesforce, HubSpot, Gong, Sybill); Data & Analytics (Python, SQL, scikit-learn, pandas, Tableau); Collaboration (Slack, Notion, Jira, Confluence, Zendesk); Automation: n8n
- **Certifications:** General Assembly Data Science Immersive (Full-time, 2017)
- **Sales Methodologies:** MEDDIC/MEDDPICC, Solution Selling, Value Selling, Command of the Message (Force Management)
- **Key Functional Skills:** Discovery, Solution Demonstrations, Proof-of-Value/POCs, RFP/RFI Management, Value Engineering, Team Scaling & Org Design, Full-Lifecycle Account Ownership, Product Feedback Loop Management

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EDUCATION

- M.S., Chemical Engineering | University of California, Irvine
- B.S., Chemical Engineering (First Class) | University of Mumbai