

KANISHK SONEE

Forward-Deployed AI Engineer | Solutions Architect | Ships Production AI Inside Enterprise Customers

551-358-9511 | kanishk.sonee@gmail.com | linkedin.com/in/kanishkksonee | New York, NY

AI-native solutions engineer who embeds with enterprise customers and ships production AI in days, not quarters. Shipped a flagship document-extraction product in one week that now processes 2M+ documents/year at 99%+ accuracy across banks, payment processors, and healthcare customers, driving \$1M+ ARR with zero SLA breaches. Operates as a one-person forward-deployed team across discovery, prototyping, integration, and post-sale ownership in compliance-heavy financial environments.

EXPERIENCE

Itemize | AI Document Intelligence (FinTech) | AI Solutions Architect & Technical Account Manager

2025 – Present

- **Shipped the company's flagship AI document-extraction product in one week** using Claude, Cursor, and MCP-based agentic workflows; now processing **2M+ documents/year at 99%+ accuracy** across banks, payment processors, and healthcare customers.
- **Embed with client stakeholders as a one-person forward-deployed team**, translating ambiguous operational problems into concrete technical architectures, then prototyping, shipping the integration, and owning adoption end to end.
- **Architect agentic AI workflows for 20+ enterprise accounts** using Claude and GPT-4o with MCP servers for tool-use and multi-step context chaining across AP/AR automation pipelines.
- **Own end-to-end production integration** connecting LLM-based invoice extraction to payment processing and ERP sync, and run prompt and accuracy QA loops to keep output reliable in regulated workflows.
- **Scaled ARR to \$1M+ and unlocked \$500K+ in new pipeline** while maintaining zero SLA breaches across a portfolio of compliance-heavy financial customers.

MetLife (InsurTech) | AI Product Manager & Solutions Lead

2024 – 2025

- **Surfaced \$6.6M in previously invisible ARR pipeline** by shipping an internal RAG chatbot that let sales teams query catchment-mapped customer data and surface real-time buying signals.
- **Forward-deployed into legal, marketing, and sales teams** to translate a vague AI-adoption mandate into a concrete architecture, building a custom n8n agentic POC and securing C-suite funding to ship production.
- **Led globally distributed engineering, UX, legal, and marketing teams** via Agile delivery in a regulated insurance environment, owning architecture, security, and scalability decisions.

Amazon Web Services | Technical Account Manager, Strategic Enterprise Accounts

2022 – 2024

- **Drove \$13M+ incremental revenue (206% YoY growth) and 95% CSAT** managing 25+ strategic enterprise accounts (\$50M+ ARR) as the trusted technical advisor to C-suite stakeholders.
- **Named Top Trusted Advisor at AWS**, helping enterprise customers collectively save \$72M through cloud adoption and architecture decisions.
- **Led QBRs, technical discovery, and cost-optimization reviews**, translating ambiguous customer requirements into actionable roadmaps and reducing SLA resolution times by 85%.

WhiteHatJr (BYJU'S) | Senior Product Manager

2019 – 2021

- **Doubled the user base to 6.5M with 200% retention growth** by identifying an unmet need and driving a web-to-tablet product pivot.
- **Led the Lenovo white-label platform 0 to 1** across vision, technical specs, pricing, and GTM, contributing to a \$1M merger outcome.

Eduauraa Technologies (EdTech) | Project Manager & Business Analyst

2017 – 2018

- **Delivered an Android EdTech MVP in Agile sprints**, using Power BI and SQL across 70K+ rows of behavioral data to drive a 35% engagement uplift.

EDUCATION

Pace University | M.S. in Computer Science, GPA: 3.97

New York, NY

Coursework: Cloud Computing, Project Management, Business Intelligence, Information Consulting

Mumbai University | B.E. in Information Technology, GPA: 3.5

Mumbai, India

AWARDS & DISTINCTIONS

- Recognized as Top Trusted Advisor at Amazon Web Services for helping enterprise customers save \$72M through cloud adoption.
- 1st Place Winner at StarHacks Hackathon (Pace University, NYC) among 30 teams for most out-of-the-box AI community solution.
- Dean's Scholarship Recipient, completing the Master's program in 1.3 years (vs. 2 years) with a GPA of 3.97.

CERTIFICATIONS

AI & Cloud: AWS Certified AI Practitioner, AWS Solutions Architect – Associate, AWS Cloud Practitioner, Salesforce AI Associate, Microsoft Azure (AZ-900), Google Cloud Digital Leader

Product & Project: PMP, CAPM, Scrum Master (CSM)

PROJECTS

Personal AI Project | RAG-Based Enterprise Chatbot (Self-Initiated) 2026

- **Built an enterprise RAG chatbot on Amazon Bedrock and OpenSearch Serverless** with MCP tool connectors, achieving 92%+ retrieval relevance across multi-turn knowledge workflows.

TECHNICAL SKILLS

AI & Agentic Systems: Claude, GPT-4o, Amazon Bedrock, MCP servers, RAG pipelines, agentic workflows, prompt engineering, accuracy/eval QA loops

Forward-Deployed Delivery: Customer discovery, technical architecture, production integration, API contracts, QBRs, adoption ownership

Build & Automation: Python, Jupyter, SQL, Cursor, Claude Code, n8n, OpenSearch Serverless, TypeScript/JavaScript (working level)

Cloud & Domain: AWS, enterprise cloud architecture, FinTech (banks, payment processors), document & invoice automation