

NITHIN CHANDRA

Solution Engineering | Data and AI | Retail and Consumer Goods

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Available for approximately 30% travel

SUMMARY

Data and AI solution engineering leader for enterprise retail, consumer goods, and manufacturing clients. Lead and orchestrate MathCo engineering GTM pursuits; team results include \$3.91M closed business in 2026 YTD and approximately \$7.2M current active pipeline. Personally advance opportunities through discovery, architecture, demos, and custom prototypes on Snowflake, Databricks, and GCP. Coordinate domain experts, specialist architects, delivery, and customer success. Hands-on SQL/Python and AI-assisted development; Snowflake partner co-sell experience. MS in Data Analytics Engineering.

EXPERIENCE

MATHCO

Chicago, IL

Engagement Manager, Engineering GTM & Solutioning

Sep 2025 - Present

- Lead and orchestrate engineering GTM pursuits with \$3.91M in team closed business in calendar-year 2026 YTD and approximately \$7.2M current active pipeline. Align domain SMEs, specialist architects, delivery teams, and customer success leads from discovery through handoff.
- Personally advance leads through capability showcases, customer demos, custom solutions, architecture design and presentations, proposals, and SOWs. Build prototypes on Snowflake, Databricks, and GCP, including Cortex Analyst and Cortex Search demos.
- Launched a context and semantic layer offering; built reusable accelerators using Snowflake Semantic Views, Unity Catalog metric views, MCP, and knowledge graphs. Designed four-domain enterprise semantics and a Spanner Graph prototype connecting merchandising and customer context.
- Built an end-to-end Databricks demo that helped secure a \$600K beauty engagement; shaped a \$2M+ expansion roadmap. Since kickoff, the account has generated \$3.2M+ in cumulative services billing, a separate account result.
- Led discovery, LLM/SLM architecture discussions, and the ROI case for a ~\$320K AI sales-agent SOW secured by the team; advanced a second workstream to negotiation.
- Designed a multi-agent Azure architecture for a ~\$400K late-stage clinical data quality pursuit and prototyped a LangGraph and Azure OpenAI monitoring agent across six domains with human-in-the-loop guardrails.
- Established US lead qualification, pipeline reporting, sales playbooks, and reusable GTM AI agents. Partner with CTOs, R&D, and engineering CoEs to package offerings and track Snowflake and Databricks capabilities for customer pursuits.

Senior Consultant, Client Delivery

Jan 2025 - Sep 2025

- Led Snowflake co-sell discovery for a Fortune 500 tire manufacturer and co-built Cortex Analyst, Streamlit, and Native App demos that won executive approval for the AI roadmap.
- Led requirements, PRD, and architecture for a Snowflake/Azure GenAI tire recommender; built a bounded prototype with real data to validate inventory, alternatives, and upsell recommendations. The team supported production rollout to 600+ stores.
- Architected a global product master on Snowflake across NA, EMEA, and APAC using LLM and BERT-based entity resolution; cut duplicate reporting ~40% and identified \$25M+ in annual savings opportunities for materials, manufacturing, and supply planning.
- Designed dealer clustering and personalized goals for a consolidated loyalty platform; rebate optimization lifted promotional ROI 5-8%.
- Led a 10-person data engineering, data science, and BI team across onsite and offshore delivery; translated executive priorities into an enterprise AI roadmap and governance model adopted by business and IT leaders.

STAPLES INC.

Framingham, MA

Data Scientist

Sep 2023 - Jan 2025

Prior co-op: Jun 2022 - Jan 2023

- Engineered SQL Server, Snowflake, Python, and Power BI transportation and inventory pipelines that enabled a 22% freight cost reduction and streamlined fulfillment workflows.
- Built demand and capacity forecasts for a new fulfillment center and SARIMAX and XGBoost models for acquisition inventory integration; developed a carton-packing algorithm that cut shipping voids 64%.
- Automated shipment tracking with ETL, SQL, and Power BI for regional VPs and inventory teams. Delivered C-level sales event reporting that contributed to a 15% inventory accuracy gain.
- Developed GenAI solutions on Snowflake and Azure.

MU SIGMA BUSINESS SOLUTIONS

Bangalore, India

Decision Scientist

Jun 2018 - Aug 2021

- Prepared proposals, built customer demos, and supported sales discussions to expand a Fortune 50 retailer engagement with existing and adjacent stakeholders; pitched PoCs that won funding.
- Designed test-and-learn measurement for 400+ store pilots using regression-based test/control methods to quantify sales lift and redirect promotional spend toward higher-return campaigns.
- Deployed ML and data engineering pipelines on GCP using Jenkins; built reusable customer segmentation and lift measurement with RFM K-means, Bayesian modeling, and Tableau SKU and store drill-downs.
- Led a six-person analytics team serving US stakeholders, owning quality assurance and executive reporting for national campaigns; mentored analysts and standardized code reviews.

NORTHEASTERN UNIVERSITY ITS

Boston, MA

Program Lead, Customer Experience

Dec 2021 - Sep 2023

While completing MS

- Improved service response times 18% through analysis of 100K+ ServiceNow tickets; managed and mentored 80+ student technicians and resolved 700+ escalations with a 4.84/5 customer rating.

EDUCATION AND CERTIFICATIONS

Northeastern University

Boston, MA | 2023

MS Data Analytics Engineering | GPA 3.84/4.0

Graduate Certificate, Engineering Management

Certifications: Snowflake Partner: Gen AI | Databricks Partner: Gen AI & LLM

TECHNICAL AND PRE SALES SKILLS

Pre-sales: GTM orchestration, technical discovery, executive presentations, customer demos, PoCs, solution architecture, proposals and SOWs, ROI cases, partner co-sell, pipeline management

Snowflake and data: Cortex Analyst, Cortex Search, Semantic Views, Streamlit, Native App demos, SQL analytics, Python, ETL/ELT, lakehouse architecture, master data management, entity resolution, semantic layers

AI and ML: Generative AI, multi-agent orchestration, RAG, MCP, prompt and context engineering, LLM evaluation and guardrails, AI governance, forecasting, optimization, segmentation, experimentation

Cloud and tools: Azure, Azure OpenAI, GCP, Spanner Graph, AWS, Databricks, Unity Catalog metric views, Genie Spaces, LangGraph, Semantic Kernel, Neo4j, SQL Server, Power BI, Tableau, Jenkins

AI-assisted development: Claude Code, Codex, Cursor, Databricks Genie Code, Snowflake CoCo (Cortex Code)