ARJUN NAGARASAN

Data & AI Executive | AI Engineering & Agentic AI

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CAREER SUMMARY

Data & AI executive who spent 20+ years turning enterprise strategy into production AI. Partnered with C-suite leaders to shape business cases, align stakeholders, and govern execution, then led global teams of 40+ through strategy, design, architecture, iterative development, and deployment across complex, multi-system enterprises.

- **Advisory Value:** Built ROI- and risk-based AI business cases and governance that aligned 12 business units, and turned internal AI platforms into $27M+ in new revenue.
- **Engineering Value:** Architected agentic and GenAI platforms that unified 17 sourcing systems, cut a 45–60 day workflow to under 7 days, and drove $500M+ in cost savings.
- **Agentic AI Engineering:** Led Product AI Engineering at Pricefx to turn its pricing platform into an AI-native platform with agentic automation, cutting complex pricing activations from 287 days to 16 days.
- **GenAI Platforms & Evaluation:** Built GenAI platforms on multimodal LLMs, RAG, and Spark that processed 6M+ contracts, cut GenAI token costs by 99.9%, and introduced LLM-as-judge evaluation for accuracy and trust.
- **Data Platform Modernization:** Built Humana's first data science team and Multiview's in-house AWS Spark platform, which processed 1B+ records a day; together they saved $14M+ a year.

PROFESSIONAL EXPERIENCE

Pricefx, Dallas, TX (Remote) **Sep 2026 – Present**

Senior Director, Product AI Engineering

Led the AI engineering effort to turn Pricefx's pricing platform into an AI-native platform with agentic automation.

- **Re-architected the MCP Server and AI Toolkit** into an LLM-agnostic platform and built an LLM-as-judge evaluation framework that scored accuracy, recall, and confidence, with automated regression and source-grounded outputs.
- **Cut complex pricing activations from 287 to 16 days** and agent activation time-to-value from ~14 months to 3 weeks by having AI agents profile each customer's company, industry, and data.
- **Prototyped the agentic platform** (AI Assist, AI Builder, and a superagent orchestrating sub-agents) and a "Pricing Brain" semantic layer in co-innovation with NVIDIA, Porsche, Dealer Tire, Ventura Foods, and Calumet.

AT&T Inc., Dallas, TX **Mar 2017 – Sep 2026**

Director, Applied AI/GenAI

Led enterprise AI and data engineering across network operations, sourcing, tax, and supply chain with a global team of 40+, delivering $500M+ in cost savings and $27M+ in new revenue.

- **SourcingAI:** Architected an agentic GenAI platform that unified 17 sourcing systems and automated 50+ manual procurement steps into one intent-driven workflow, cutting a 45–60 day process to under 7 days and retiring redundant SaaS products and their costs.
- **ContractAI:** Built an enterprise GenAI platform on multimodal LLMs and agentic RAG that extracted and validated clauses across 6M+ contracts for 12 business units and external clients, and cut GenAI token costs from $200K a day to $3K a month (99.9% reduction).
- **BIRT (Billing Inventory Reconciliation Tool):** Designed and led a platform that unified 15 legacy systems for intercompany billing, tax automation, and regulatory compliance, reducing annual fee exposure by $247M and delivering $500M+ in cumulative savings.
- **MARS:** Conceived, patented, and scaled an AI data-harmonization and auto-clustering platform that saved $6M in license costs and generated $23M+ in new revenue.
- **Network ML:** Built an XGBoost-based incident management system for predictive fault detection and real-time diagnostics that saved $30M+ a year.
- **Governance & CoE:** Set ROI- and risk-based AI governance with GDPR- and CCPA-compliant data practices, and ran an NLP and document-intelligence Center of Excellence that commercialized internal platforms for $27M+ in revenue.

Multiview, Irving, TX **May 2016 – Feb 2017**

Application Architect, Big Data

- Replaced a vendor platform with an in-house AWS Spark ecosystem that processed 1B+ records a day and saved $2.3M a year.
- Delivered feature-ready datasets that lifted model accuracy 47% and sped up B2B campaign insights 33%.

EARLIER CAREER

Program Manager, Consumer Analytics, Humana Inc., Dallas, TX **Sep 2015 – May 2016**

- Built Humana's first data science team and saved $12M a year in marketing waste across 60M members.

Project Manager, Cognizant Technology Solutions, San Antonio, TX **Dec 2009 – Mar 2015**

Business Systems Analyst, Deloitte, Concord, NH **Sep 2006 – Dec 2009**

Programmer Analyst, Cognizant Technology Solutions, Chennai, India **Jun 2004 – May 2006**

PUBLICATIONS

- Co-authored "Best Practices for Using Large Language Models at Scale," Research Square preprint, Dec 2025. DOI: 10.21203/rs.3.rs-8329621/v1

PATENTS

- AI-driven Data Management using Auto Clustering – 2023-0729
- Data Harmonization across Multiple Sources – 2019-0844

TECHNICAL SKILLS

Agentic AI & Platforms: MCP servers, multi-agent orchestration, Copilots, provider-agnostic LLM architecture, context engineering, open-source LLMs

LLM Evaluation & Reliability: LLM-as-judge (accuracy, recall, confidence), automated regression, conformance checks, source grounding, guardrails

Machine Learning & AI: GenAI (LLMs, RAG, embeddings), NLP, NER, OCR, Computer Vision, XGBoost, Deep Learning

Languages & Frameworks: Python, Scala, SQL, TensorFlow, PyTorch, Flask, REST APIs

Data Engineering & Analytics: Apache Spark, Hadoop, PySpark, Kafka, Databricks, Snowflake, ETL Design, Data Lakes, Semantic Layers

Cloud Platforms: Azure (Data Factory, Synapse, ML Studio, Databricks), AWS (S3, EMR, Lambda, SageMaker)

Databases & BI Tools: PostgreSQL, MySQL, Oracle, Power BI, Tableau

EDUCATION & CERTIFICATIONS

Education: Bachelor of Engineering (Electrical & Electronics), PSG Tech, Anna University, India

Certifications: Databricks Certified Generative AI Practitioner | Microsoft Azure Data Engineer | Cloudera Certified Hadoop Developer | Scrum Master