
Technical field leader and staff-level data scientist with 15+ years of experience building AI, ML, graph, prediction and automation systems across enterprise software, scientific computing, and startups. Strong fit for customer-facing technical roles that require executive-facing technical communication, proof-of-concept delivery, and operation across multiple parts of the organization including sales, product and engineering.

Recent work spans sales engineering, enterprise POCs, Snowflake ecosystem demos, graph analytics, knowledge graphs, hybrid AI systems, LLM-oriented workflows and database-backed evaluation traces. Experienced moving from ambiguous customer problems to architecture, prototype, deployment plan, technical deck, and internal product feedback.

EXPERIENCE

As a Staff Sales Engineer @ RelationalAI

2025–Present

- *Pitch, design, and implement technical demos for enterprise prospects, mapping customer tech stacks to RelationalAI capabilities for Director and VP audiences. Directly contributed to increase in MRR*
- *Built prototype LLM interfaces to guide users to problem solve. Directly led to the development of Skills for using RelationalAI see Github [RelationalAI/rai-agent-skills](https://github.com/RelationalAI/rai-agent-skills)*
- *Built Sales Engineering bot, connected to Slack, that builds custom demos based on a persona, domain, profile, requirements. Creates and deploys data, pitch deck, demos. Automated majority of demo prep for Sales team*
- *Partner with Sales, Product, Marketing to scope customer problems, shape technical narratives, support product launches and advance field opportunities.*
- *Work with customers and prospects on architecture discussions that span data modeling, analytical workloads, cloud data platforms and deployment paths.*
- *Co-authored public technical content for enterprise data audiences, including customer community detection with social graphs and a RelationalAI explainer on worst-case optimal joins.*

As a Tech Lead / Staff Data Scientist @ RelationalAI

2021–2025

- *Served as senior technical advisor across machine learning and data science projects for a globally distributed team working with Fortune 50 and enterprise customers.*
- *Directly managed 6 data scientists on internal and external projects and helped guide a broader 15+ person Ph.D.-level data science organization. This group has*

been directly responsible for increasing revenue in the \$10's of millions for our customers.

- *Built and led delivery of customer-facing prototypes and production deployments combining knowledge graphs, machine learning, optimization, and cloud data infrastructure.*

As a Data Scientist @ RelationalAI

2018-2021

- *Designed and implemented enterprise AI and graph analytics prototypes across recommendation, next-basket prediction, sales forecasting, sales decomposition, taxonomy mapping, and semi-supervised clustering use cases.*
- *Built knowledge-graph pipelines that combined relational modeling, graph-based recommendations, entity/relation extraction from free-form text, and enterprise taxonomy translation.*
- *Adapted current ML and NLP research into customer-facing systems, including Transformer-based product classification and custom semi-supervised clustering methods.*
- *Deployed and integrated prototypes and production systems across Flask, Docker, Databricks, GCP, AWS, Snowflake, Azure Logic Apps, Neo4j*
- *Built supporting infrastructure and developer tooling, including Docker/AWS with parallelization and a syntax highlighter for internal custom programming language.*

S&L Bertolani LLC, Fair Oaks, CA – Co-Founder/CFO

2015 - 2025

- *Co-founded and helped operate a business, owning finance, forecasting, capital planning, contracts, compliance, tax preparation workflows, and financial oversight for expansion.*
- *Built custom operational software for inventory, sales tracking, task automation, backups, and secure network management.*

EDUCATION

UC Davis, Davis, CA – Ph.D. Physical Chemistry

2012 - 2018, Justin Siegel Lab,

During my Ph.D. I developed a way to estimate the accuracy of computer models of enzymes as chemical reactions take place. I also developed a way to increase the accuracy of these models by integrating information from bioinformatics, structural informatics and physics-based modeling of proteins. I also worked on a number of other projects, one of which resulted in US Patent 10,829,756. See my Google Scholar page for more information.

Data Science, Data Engineering, Machine Learning, Logic Programming, Cloud Computing, Bioinformatics, Cheminformatics, Structural Biology Informatics, Rational Enzyme Design, Protein Homology Modeling, Rosetta, RDKit, C++, Python, Jupyter Notebooks, HPC, Parallel Programming, Database, Prediction, Forecasting, Optimization, Business rules, LLMs, AI, Custom Agents