

## Signature Achievements

**Global Product Launch:** Scaled analytics portfolio to 15K+ users (80% adoption), delivering \$10B+ annual value with NPS 70+

**Process Innovation:** Drove \$80M (>800K Hour savings) cost reduction through AI/ML initiatives, achieving 3-5x efficiency gains

**Regulatory Excellence:** Established enterprise data governance ensuring 100% compliance (DMA, GDPR, DPA) while building unified data foundations powering 30+ AI data agents

**Engineering Excellence:** Built Data Engineering COE improving efficiency by 40% while reducing technical debt

## Industry Leadership & Recognition

### Distinguished Keynote Speaker & Panelist

Invited to present at 20+ global conferences (IEEE, Springer, CDAO, AIA, Ai4, CX, Applied AI), delivering thought leadership on Responsible AI, Agentic workflows, Decision Intelligence, and Enterprise AI Infrastructure, including serving as a Panelist at North America's largest AI conference (Ai4 2025) on "Building Scalable AI Infrastructure for Long-Term Success."

### Advisory Board & Executive Council Member

Selected to serve on high-profile boards such as [AIFN](#), [AiXC](#), [IA Forum](#), and GAFAI, reflecting international recognition of expertise in enterprise analytics, Responsible AI and Data Governance, and emerging technologies.

### Elected Member of Professional Bodies

Senior Member of IEEE, Distinguished Fellow of SCRS, IETE Fellow, Raptor Fellow, Full member of Sigma Xi, and ACM member, underscoring global recognition of expertise and leadership in AI enterprise data strategy.

### Recognized Peer Reviewer & Session Chair





Invited by top publishers including Springer, Elsevier, IEEE, and other Scopus indexed journals and international conferences, to review 100+ manuscripts and 8 session chairs, shaping the direction of global research in AI, data engineering, and decision intelligence.

### Trusted Judge & Evaluator

Invited to judge 500+ AI/Analytics projects for global technology awards, hackathons, and innovation competitions (Globe, Claro, BI, AI Bias Bounty, IDEATHON), demonstrating international credibility and trusted authority in AI and data engineering.

# Rajesh Sura

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Senior Technology and Strategic leader with 15+ years of experience architecting enterprise-scale data, AI, and analytics platforms that drive \$150B+ in business value. Proven expertise in shaping data strategies, governance frameworks, and platform capabilities, while delivering mission-critical solutions across data engineering, AI, and decision intelligence.

Distinguished for leading generative AI initiatives and building innovative data products that transform insights into actionable strategies. Skilled in portfolio management, budget (OpEx) stewardship, and talent development across Science, Business Intelligence, Product, and Engineering domains. Recognized for fostering organizational growth, engineering excellence, and collaborating with executives/C-suite leaders to translate strategic vision into scalable outcomes powering billions in retail growth.

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## Head of Data Engineering and Analytics, Amazon Stores

Apr 2022 – till date, Seattle, WA

### Business Impact & Innovation

- Led data and analytics for \$150B+ NA retail business, driving \$10B+ annual value through enterprise analytics and AI platforms delivering actionable insights
- Delivered portfolio of AI-powered solutions achieving 80% adoption across 15K+ users:
  - Serena: Automated business reviews reducing analysis time by 70%
  - Vendor Pulse: Intelligent performance analytics serving over 2K CSMS
  - AI/ML recommendation engines driving \$7B+ opportunities through automated vendor growth signals, assortment gap analysis, strategic brand onboarding, and selection and pricing optimization
  - Insights Hub: External vendor analytics platform with 85% adoption

### Technical Leadership & Architecture

- Architected cloud-native transformation achieving 40% infrastructure savings and 99.99% reliability through AWS data mesh
- Integrated RAG-enhanced LLMs with Redshift ecosystem and Salesforce CRM, delivering real-time analytics and automated vendor management at Petabyte scale with 70% improved query performance
- Built IDEAS platform with 400+ embedded BI solutions and **Billy** (AI BIE) NLP framework, reducing insight generation time by >60%
- Established a data intelligence program managing partnerships with Circana, Yipit, and Numerator, overseeing technical due diligence and integration roadmaps, enabling \$1B+ in brand expansion opportunities

### Organizational Leadership

- Led global engineering org. of 20+ FTEs and \$5M technology portfolio
- Drove technical excellence through Principal Engineer evaluations, 150+ strategic hires, and establishing technical mentorship framework
- Served as lead SME for Connections initiatives at VP-level, improving employee satisfaction by 25% through structured innovation programs including AI/Tech hackathons, leadership forums, and organizational development initiatives
- Implemented enterprise-wide data governance ensuring 100% regulatory compliance while enabling 30+ AI agents

### Esteemed Editorial & TPC Contributor |

Appointed to serve on editorial boards and technical program committees for indexed international journals and IEEE/Springer affiliated conferences, demonstrating expertise in advancing high-impact research in AI and enterprise data platforms.

### Scholarly & Thought Leadership

#### Author & Co-Author of 20+ Research Papers:

Authored 10 indexed journal articles and co-authored over 15 peer-reviewed papers across IEEE and Springer conferences, many published in IEEE Xplore and SpringerLink.

#### Trade Publications & Thought Leadership:

Authored 5 trade publications and co-authored 15+ articles in platforms such as Medium and AIFN, translating complex AI and data engineering concepts into actionable insights for global audiences.

**Book Publication:** Published Data Leadership in the Age of AI: Building Intelligent, Scalable Analytics Systems (2025), a practitioner's guide to AI-driven data strategy and enterprise transformation.

**Upcoming Research:** Currently co-authoring 2 new journal papers targeted for publication by Feb 2026 in high-impact outlets such as Frontiers and Springer indexed journals.

### Awards and Honors

#### Global Leader Award for Excellence in

**Enterprise AI & Strategic Analytics** Presented at a Springer international conference for contributions advancing enterprise-scale AI and data-driven transformation.

**Best Paper Award** – Federated Learning for Privacy-Preserving Multi-Agent Systems in IoT-Based Healthcare, Guided by Explainable LLMs, recognized at an international springer research conference for originality and impact.

**IRSD Innovative Thinker Award 2025** Conferred by the International Institute of Organized Research at the Interdisciplinary Research for Sustainable Development conference.

### Education & Certifications

- Bachelor of Engineering, Electricals and Electronics - Anna University
- AWS Solutions Architect Certification
- MIT Certification in Data Analytics
- SAP Certifications: BI, HANA, BODS

### Manager of Business Intelligence – Amazon, Hardlines

Jun 2019 – Mar 2022, Seattle, WA

- Led 20-member cross-functional team (Data Science, Analytics, Engineering) delivering BI-as-a-Service *for* Hardlines organization
- Architected legacy-to-cloud migration, transitioning 60K+ weekly jobs to Redshift serving 5K+ users *with* <10min latency
- Established Amazon's *first* central BI team achieving NPS 70+ *and* 80% adoption *while* reducing analysis *time by* 3-5x
- Managed \$8M+ infrastructure budget *while* driving modernization *from* Excel *to* Tableau/QuickSight, saving 400K+ hours annually

### Sr Business Intelligence Engineer – Amazon, Private Brands

Jun 2017 – Jun 2019, Seattle, WA

- Architected global BI infrastructure on Redshift/Tableau serving 1000+ users across product development, supply chain, and marketing
- Developed automated WBR/MBR/QBR analytics suite tracking 80+ KPIs, saving 100K+ hours annually
- Built ML-driven customer cohort analysis identifying \$100M+ private brand expansion opportunities across categories
- Established analytics support excellence program achieving 90% resolution rate while reducing support needs by 50% through automation

### Sr Data Engineer (Project Lead) – Nike, NA Analytics

Mar 2013 – Jun 2017, Portland, OR

- Architected next-generation analytics serving 2K+ users across NA Categories, identifying \$100M+ incremental opportunities through strategic product placement and market expansion analysis
- Led enterprise-wide SAP HANA transformation enabling real time BI, while architecting Peoplesoft to SAP HR migration and establishing BI Center of Excellence driving organization-wide analytics adoption
- Developed and modernized Product Availability Module through SAP BW to BI migration, achieving 30% faster processing via code optimization

### Business Intelligence Engineer – Wipro Technologies, Nike

Nov 2009 – Mar 2013, India

- Architected data integration solutions across SAP BW, Oracle, AWS, Informatica, and Tableau platforms
- Led successful migration of SAP BW 3.5 to BI 7.3 while maintaining business continuity
- Recognized with first place in global SMARTVIZ contest and multiple leadership appreciations