Job Title: Senior Consultant - Data & Artificial Intelligence

Location: Houston, TX

Company: Parikh AI

About Us:

At Parikh AI, we are dedicated to harnessing the transformative power of technology to propel businesses towards success. Founded by a team of visionary entrepreneurs and AI enthusiasts, we stand at the forefront of the AI revolution. Our diverse team, consisting of experts in machine learning, data science, business strategy, and industry-specific applications, shares a unified passion for innovation. Together, we constantly push the boundaries of AI, delivering solutions that are both intelligent and practical, ensuring tangible impact for our clients. Our mission is to empower businesses with state-of-the-art artificial intelligence solutions that enhance decision-making, optimize operations, and foster innovation. We are committed to delivering exceptional value through our deep expertise, advanced technology, and a customer-centric approach. By bridging the gap between complex AI technologies and their practical applications, we make these advancements accessible and valuable for businesses of all sizes and industries. Our goal is to contribute to a future where AI empowers businesses to achieve unprecedented levels of efficiency, productivity, and growth.

Position Summary:

This role is within the Artificial Intelligence (AI) & Data team focusing on data, analytics, and cognitive automation (CA). The AI & Data team leverages the power of data, analytics, robotics, science and cognitive technologies to uncover hidden relationships from vast troves of data, generate insights, and inform decision-making. We help clients transform their business by architecting organizational intelligence programs and differentiated strategies to win in their chosen markets. As a Senior Consultant, you will drive the growth of our business and be responsible for creating, selling, and delivering AI & Data solutions. We are seeking a highly motivated and experienced Senior Consultant who will make immediate, direct contributions to enhancing our clients' competitive position and performance in ways that are distinctive, innovative, and sustainable. The ideal candidate will have a strong ability to establish and maintain partnerships with enterprise software vendors and consulting firms, coupled with a keen aptitude for learning and adapting to the rapidly evolving AI landscape.

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Key Responsibilities:

- Design and develop AI algorithms, models, and systems for real-world applications, staying updated on the latest AI advancements, including generative AI and tools.
- Collaborate with cross-functional teams to understand requirements and develop AI solutions, ensuring data is collected, cleaned, and preprocessed for compatibility with AI frameworks.
- Train, test, and optimize AI models for performance, scalability, and efficiency, deploying them across different frameworks.
- Build applications that effectively use generative AI models, integrating language models for tasks like writing assistance, summarization, and chat.
- Utilize AI-driven predictive and prescriptive analytics to enhance decision-making, leveraging data and machine learning models to provide actionable business insights.
- Enhance employee experiences, candidate engagement, and productivity through traditional and generative AI.
- Focus sales efforts on high-probability leads to improve conversion rates, and enhance service efficiency and personalization with AI-powered support.
- Optimize supply chain and manufacturing processes using AI and automation, and create real-time customer profiles by unifying data from multiple sources.
- Extract key data from documents using APIs and command-line tools, automating business tasks with customizable AI models.
- Implement image and text recognition in applications, training custom vision models to detect anomalies, manage digital media, and tag items.
- Develop intelligent applications using REST APIs and SDKs for sentiment analysis, entity recognition, and translation.
- Provide large language models (LLMs) and retrieval-augmented generation (RAG) with enterprise data, enabling users to query diverse data sources and access up-to-date information through a chat interface, with potential for directing actions based on findings.

Qualifications:

- 10+ years of experience in sales, business development, or similar roles.
- Strong ability to partner with enterprise software vendors and consulting firms.
- Excellent communication, negotiation, and interpersonal skills.
- A keen aptitude for learning and adapting in the rapidly evolving AI landscape.
- Bachelor's degree in Business, Marketing, or a related field is preferred.
- Self-motivated, results-oriented, and capable of working independently.
- Proven experience in consulting, with a strong focus on AI, data analytics, and cognitive automation.

- Demonstrate ability to establish and maintain strategic partnerships with key stakeholders, including enterprise software vendors and consulting firms.
- Exceptional problem-solving skills and the ability to translate complex data into actionable insights.
- Strong business acumen with a track record of driving growth and delivering impactful solutions.
- Excellent communication and interpersonal skills, with the ability to influence and engage clients at all levels.
- Mentoring junior staff.
- Full lifecycle Oracle Cloud Financials implementation experience as a functional resource.
- Strong oral and written communication skills, including presentation skills
- Experience implementing some combination of Oracle Cloud General Ledger (GL), Subledger Accounting (SLA), Accounts Receivables (AR), Accounts Payables (AP), Cash Management, Fixed Assets, or Treasury.
- Demonstrate experience assisting in the definition of systems strategy, gathering and documenting business requirements, leading fit-gap analysis, as-is and to- be business process designs, conference room pilots (CRPs) functional configuration, testing, client user training.

Preferred:

- Functional implementation experience with 2+ complex, full lifecycle Oracle Cloud Financials implementations.
- 6+ years' experience implementing any combination of Oracle Cloud General Ledger (GL), Subledger Accounting (SLA), Accounts Receivables (AR), Accounts Payables (AP), Cash Management, Fixed Assets, or Treasury.
- Ability to work independently and manage multiple task assignments.
- Strong problem solving and troubleshooting skills with the ability to exercise mature judgment.
- An advanced degree in the area of specialization.
- Experience leading an entire work stream of relevant Oracle applications.

Why Join Parikh AI?

Joining our team means becoming part of a dynamic and forward-thinking company that is leading the charge in AI innovation. You'll have access to a network of industry leaders and ample opportunities for career advancement as you work on projects that push the boundaries of technology. We offer a competitive salary and benefits package, alongside

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numerous professional development and growth opportunities designed to help you expand your skills and advance your career.

At Parikh AI, you'll be involved in cutting-edge projects that make a tangible impact in the AI and data analytics space. Our collaborative and inclusive work environment fosters continuous learning, values diversity, and encourages personal and professional development. If you're passionate about innovation and looking for a place to grow, this is the opportunity you've been waiting for!

How to Apply:

If you are passionate about sales and business development and have the experience and skills required for this role, we would love to hear from you. Please send your resume and a cover letter detailing your relevant experience to careers@parikh.ai.

Parikh AI is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.