

PARIKH AI

Job Title: Solutions Architect - 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:

We are actively seeking Cloud Solution Architects - Data & AI to join our team catering to customers of different sizes in enterprise, regulated, and partner services organizations. As a Cloud Solution Architect specializing in Data & AI, you will play a crucial role in enabling customers to achieve their goals. Leveraging your experience in Data & AI solutions, you will lead technical discussions with customers, guiding them to extract maximum value from their investments and identifying solutions to overcome challenges hindering the success of their data and AI projects. This opportunity provides a platform for refining technical and collaborative skills, and deepening your proficiency in cloud technologies. As part of our team, you will contribute with a growth mindset, innovative thinking, and collaborative efforts. Our daily endeavors align with values of respect, integrity, and accountability, fostering an inclusive culture where everyone can thrive both at work and beyond.

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Key Responsibilities:

- **Technology and Customer Insights:** Learn from colleagues to gather insights on customer and partner technical preferences and business needs. Align these insights with our solutions to better serve customers and partners.
- **Voice of the Customer (VOC):** Represent customer and partner feedback on technical capabilities, challenges, and opportunities, ensuring their perspectives are integrated into solution development.
- **Relationship Building:** Collaborate with internal teams to build relationships with customer and partner technical specialists, supporting partnerships through teamwork.
- **Solution Development:** Contribute to technical solution proposals by gathering team input and validating designs with customers and partners.
- **Customer Success Support:** Assist in short-term engagements to align with customer success plans, understanding your role in meeting customer needs and delivering desired outcomes.
- **Customer Skilling and Readiness:** Participate in technical discussions and knowledge transfer to ensure customers and partners are prepared and skilled.
- **Customer Satisfaction:** Enhance customer satisfaction by providing a positive experience, collecting feedback, and proactively addressing issues to improve interactions.
- **Proactive Problem Solving:** Actively listen to customers, challenge when necessary, and escalate issues to ensure successful outcomes.
- **Continuous Learning and Development:** Seek learning opportunities to improve customer engagement and solution development.
- **Issue Resolution:** Identify and resolve issues under supervision, escalating complex problems to ensure timely solutions.
- **Methodology and Governance:** Follow established methodologies and governance practices to minimize risks and ensure quality in solution design and delivery.
- **Technical Blocker Support:** Collaborate with customers to resolve technical blockers and escalate non-technical issues to appropriate teams.
- **Technical Knowledge Application:** Use technical knowledge to meet business and IT requirements, addressing and resolving constraints.
- **Product Knowledge Sharing:** Continuously learn about Parikh AI products and share this knowledge to enhance solution understanding and application.
- **Architecture and Solution Delivery:** Support solution delivery using existing architectures and participate in discussions on design, optimization, and deployment to increase customer value.
- **Customer/Partner Engagement:** Engage with customers to assess needs, gather information, and identify growth opportunities, supporting initiatives that expand solution adoption.

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- **Continuous Improvement:** Stay updated on industry trends and best practices to enhance solution offerings and customer engagements.
- **Development Opportunities:** Engage in learning opportunities to adopt new technologies, improving your expertise in AI architecture and products.
- **Collaborate with Virtual Teams:** Support virtual teams by applying knowledge of AI architecture and products.
- **Intellectual Property (IP) Identification:** Identify gaps in existing IP and contribute to development under the guidance of senior team members.

Additionally:

- **Versatile Language Models:** Integrate language models into applications like writing assistance, summarization, and chat.
- **Data Extraction:** Use APIs and command-line tools to extract key data from documents.
- **Business Process Automation:** Automate business tasks with customizable AI models, including document extraction for specific industries.
- **Image and Text Recognition:** Implement image and text recognition into applications and train models to detect anomalies, manage media, and tag items.
- **Intelligent Applications:** Develop applications using REST APIs and SDKs for sentiment analysis, entity recognition, and translation.
- **Large Language Models (LLMs):** Provide LLMs and retrieval-augmented generation (RAG) with enterprise data for efficient information querying and future action-based capabilities.
- **Analytics-Driven Insights:** Use AI-powered predictive analytics for intelligent actions, enhancing decision-making and business outcomes.
- **AI-Driven Employee and Sales Engagement:** Enhance employee productivity and focus sales on high-probability leads to improve conversion rates.
- **Service Efficiency and Personalization:** Improve service efficiency and personalization with AI-powered support across multiple channels.
- **Supply Chain Optimization:** Leverage AI and automation to optimize supply chain management and decision-making.
- **Customer Data Integration:** Unify customer data from multiple sources to create a real-time profile, using AI to enhance engagement and relationships.

Qualifications:

Required/Minimum Qualifications

- Bachelor's Degree in Computer Science, Information Technology, Engineering, Business, or related field AND 2+ years experience in cloud/infrastructure technologies, information technology (IT) consulting/support, systems administration, network

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operations, software development/support, technology solutions, practice development, architecture, and/or consulting

- OR equivalent experience.

Additional or Preferred Qualifications

- Bachelor's Degree in Computer Science, Information Technology, Engineering, Business, or related field AND 5+ years experience in cloud/infrastructure technologies, information technology (IT) consulting/support, systems administration, network operations, software development/support, technology solutions, practice development, architecture, and/or consulting
 - OR equivalent experience.
- 2+ years experience working in a customer-facing role (e.g., internal and/or external).
- 2+ years experience working on technical projects.

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 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.