

Akshay Ramakrishnan

Lead Solutions Engineer / Solutions Architect

New York, New York | [LinkedIn](#)

Solutions architect and operations leader with 5+ years driving enterprise deployments and operational scaling, combining technical depth in data integration with cross-functional stakeholder management.

EXPERIENCE

Lead Solutions Engineer / Solutions Architect Jan 2022 — Jan 2023
Afresh *Remote*

Led end-to-end customer implementations spanning AI-powered store ordering and production planning for multinational grocers. Owned data integration strategy and analytics automation, reducing weekly reporting cycles from hours to minutes. Managed 2–4 concurrent enterprise engagements while architecting flexible data models to handle inconsistent customer systems.

Business Operations Consultant Jan 2022 — Jan 2022
3i *New York, New York, United States*

Scaled out operational infrastructure that included standardizing KPIs, establishing integrated data platforms, sourcing PEO vendors, and managing customer-facing interface development.

Strategic Operations Manager Jan 2021 — Jan 2022
Dandy *New York, New York, United States*

Built operational infrastructure as design operations scaled from 50 to 300+ FTEs. Created Looker dashboards tracking product line KPIs, designed standardized workflows, and identified supply chain bottlenecks. Improved QC throughput by 25% and on-time delivery by 20% through process optimization and refined capacity forecasting.

Senior Consultant / Consultant Jan 2019 — Jan 2021
Deloitte *New York, New York, United States*

Led enterprise software implementation workstreams for a health network with 14,000+ users across 40 facilities. Conducted inventory and gap analysis of payer portals across 32 markets, designing access management workflows. Coordinated offshore delivery teams and managed stakeholder communications across multiple concurrent engagements.

Process Improvement Consultant Jan 2018 — Jan 2019
Blue Cross Blue Shield of Michigan *Detroit, Michigan, United States*

Technology Analyst Jan 2018 — Jan 2018
Societe Generale Corporate and Investment Banking - SGCIB *New York, New York*

Business Operations Summer Analyst Jan 2017 — Jan 2017
J.Crew *New York, New York*

EDUCATION

University of Michigan
B.S.E in Industrial and Operations Engineering
Minor in Economics

The University of Manchester
Industrial Engineering

CERTIFICATIONS

Product Strategy Certification, The Commons (formerly Skillful) Sep 2022

AWS Certified Cloud Practitioner, Amazon Web Services (AWS) Jan 2021

Apex Program Alumni, BreakLine Education Jan 2021

Epic Provider Administration Badge, Epic Dec 2020

Epic Security Coordinator, Epic Mar 2020

SKILLS

Claude · Cowork · MCP API · Replit · Lovable · Retool · SQL · Python · Databricks · Data modeling · Data integration · Root-cause analysis · Enterprise deployment · Technical pre-sales · Executive stakeholder management · Cross-functional leadership · Delivery playbook development · Software Implementation · Technical Solution Design · Technical Project Leadership · Operational Strategy · Product Operations · Google Apps Script · Data Analysis · Project Management · Process Improvement · Economics · Operations Management · Supply Chain Optimization ·

Research · Analytical Skills · Enterprise Resource Planning (ERP) · Visual Basic for Applications (VBA) · Microsoft Excel · Microsoft Office · Microsoft PowerPoint · Microsoft Word · Microsoft Access · Minitab · Stata · SketchUp · Leadership · Teamwork · Management · Business Operations · ProModel · Lean Process Improvement · Data Analytics · Business Strategy · Strategic Planning · Problem Solving · Communication · Strategy · Continuous Process Improvement · Process Improvement Projects · Looker (Software) · Google Workspace · Google Docs · Google Drive · Google Sheets · Google API · Statistical Data Analysis · Strategic Thinking