

Shunmugavel Mariappan

Engineering Director | AI & Industry Cloud | Scaling High-Performance Teams

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Professional Summary

Drove **60% revenue growth** by pioneering Agentic AI platform/workflows and B2B SaaS solutions. Scaled a global engineering organization by **500%** in a hyper-growth period, maintaining an industry-leading **92% talent retention rate**. Architected and launched a company-wide industry cloud platform from the ground up, driving adoption across multiple product lines. Managed a **\$20M revenue portfolio**, acting as the key engineering partner to Product, Sales, and Business leadership

Core Competencies

- **Certifications:** AWS Solution Architect Associate, **Azure, GCP**
- **Executive Leadership:** Org Design & Scaling (to 500%+), High-Performance Culture (92% retention), Career Development, OKR/KPI Management.
- **Business & Product Strategy:** \$20M Portfolio Management, Cross-Functional Partnership (Product, Sales), Multi-Year Technical Roadmapping.
- **AI/ML Innovation:** Agentic AI Platform/Workflows, AI-First Product Delivery, LangGraph, N8N, ML-driven automation (80% automation achieved).
- **Platform & Architecture:** **Industry Cloud Platforms**, Multi-Cloud (AWS, Azure, GCP), API economy, Agentic Ready API Design

Technical Proficiencies

- **Languages & Architecture:** Java, Spring Boot, Python, C# | Microservices, Distributed Systems, .NET, Event-Driven, SaaS, Javascript Frameworks (Angular), Mobile Architectures
- **Cloud & DevOps:** AWS, Azure, GCP | Docker, Kubernetes, CI/CD, Terraform, Security
- **AI/ML & Data:** N8N, Cursor, LLMs, LangChain, Vector DBs, | PostgreSQL, MongoDB, Kafka,

Work Experience

Trimble Inc., Chennai, India, Engineering Director, Oct 2018 - Present

An industrial technology company with customers in 150 countries and an annual revenue of \$5 billion.

- Led a globally distributed engineering organization through a period of hyper-growth, scaling the team by **500%** while fostering a high-performance, accountable culture that resulted in an industry-leading **92% talent retention rate**.
- Championed and drove the strategic adoption of AI/ML capabilities across the product

portfolio, collaborating with product and COE teams to launch AI-driven engineering practices that improved development cycle time by **40%**.

- Acted as a key strategic partner to Product and Business leadership, translating customer requirements into a multi-year technical roadmap that improved release efficiency by 25%.
- Pioneered the company's industry cloud platform from the ground up, establishing architectural standards, automating workflows, and driving cross-organizational adoption across multiple product lines in the transportation/supply chain domain.
- Steered technical direction as a **key member of the Engineering Council**, driving org-wide alignment on technology adoption and representing engineering in strategic planning forums.

Verizon, Chennai, India, Technical Manager, Dec 2006 - Oct 2018

Largest communication technology company with an annual revenue of \$134 billion, standing at 13th in the Fortune 500 list.

- Directed the end-to-end architecture and delivery for a portfolio of data-intensive dispatch systems, demonstrating **early expertise in building and launching AI-first products**.
- Engineered and deployed a foundational machine learning solution to optimize logistics for **20,000+ field technicians** and **50,000 daily jobs**, achieving an **80% automation rate** for job dispatches and showcasing the business value of AI.
- Demonstrated entrepreneurial leadership by successfully launching 5 web applications and 1 mobile app from concept to completion, which automated key workflows and reduced manual scheduling time by **30%**.

Leadership Development

- Verizon Leadership Pipeline, Trimble Leadership Circles, AMCHAM Global Leadership