

K Sujatha

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EDUCATION

- Indian Institute of Technology Patna** Patna, India
 - Bachelor of Technology - Information Technology; GPA: 7.99* July 2019 - June 2023
 - Courses: Operating Systems, Data Structures, Natural Language Processing, Artificial Intelligence, Foundations of Machine Learning, Networking, Databases*

SKILLS SUMMARY

- Languages:** JavaScript, Python, SQL, Bash
- Frameworks:** FastAPI, NodeJS, ExpressJS, LangChain, LangGraph, Mongoose, MCP
- Tools:** Docker, GIT, PostgreSQL, MongoDB, Redis, LangSmith
- Platforms:** Linux, AWS, GCP

EXPERIENCE

- AI Engineer** June 2025 – Present
 - Pulse*
 - Analytical Copilot:** Built an AI-powered analytical copilot for product teams with a custom eval system to benchmark response quality; implemented compliant collateral generation to meet data retention policy constraints.
 - MCP Integration:** Built Pulse’s MCP server with full OAuth-based connector flow, enabling external AI clients to interact with Pulse data programmatically.
 - CRM Integrations:** Maintained and extended integrations with Salesforce and HubSpot, including features to pull child-parent account hierarchies and sync feedback signals across systems.
 - Slack Feedback Intelligence:** Built Slack as a feedback source for Pulse — extracting and structuring insights from Slack conversations into the Pulse feedback pipeline, shipped as part of the company’s R&D initiative.
 - New Integrations:** Added Pendo as a feedback source integration and built external-facing APIs for third-party companies to pull data from Pulse. Implemented JPD downstream integration to push data from Pulse to Jira Product Discovery.
 - Travel Automation POC:** Led discovery session with a TMC client and built an agentic POC for end-to-end corporate travel automation — covering hotel search, hold, booking, human escalation, and cancellation flows.
- AI Engineer** April 2024 – June 2025
 - IntoLeads Private Limited*
 - AI SDR:** Built and owned core development of an AI Sales Development Representative using LangChain and LangGraph, integrated with CRM systems, reducing manual SDR workload by 40% through automated lead qualification, enrichment, and personalized outreach.
 - Agentic Workflows:** Implemented human-in-the-loop agentic pipelines for real-time lead verification, dynamic email generation, product inquiry handling, and call scheduling — enabling end-to-end engagement automation.
 - RAG & Multi-Agent Systems:** Built multi-agent RAG workflows using LangChain, LangGraph, and pgvector to embed and retrieve sales documents for context-aware, high-conversion outreach.
 - SQL Agent:** Designed a LangGraph-powered SQL Agent with dynamic few-shot example injection from a vector store, improving query accuracy on internal sales data.
 - Backend & Infrastructure:** Built a FastAPI backend to serve AI workflows and power a real-time analytics dashboard. Deployed on AWS using S3, EC2, and Amazon AppFlow for scalable storage, compute, and data integration.

PROJECTS

- Trending Keyword Dashboard (NLP, LLMs, Embedding Models):** Performed text clustering using OpenAI embedding models and the K-Means clustering algorithm; designed an interactive dashboard using Streamlit. Tech: Python, OpenAI Embeddings, K-Means, Streamlit (January '24)
- Multivariate Time Series Forecasting: Air Pollution (Deep Learning, LSTM):** Built Bi-LSTM models with cyclical encoding of time to forecast atmospheric pollutant levels using meteorological, transport emission, and traffic data. Tech: Python, Keras, TensorFlow, LSTM (July '22 - April '23)
- Estimating Scour Downstream of a Ski-Jump Bucket (Machine Learning, Regression):** Implemented 10 regression algorithms based on the M5P algorithm to estimate scour downstream of a ski-jump bucket. Tech: Machine Learning, Regression Models (January '21 - May '21)

CERTIFICATIONS

- Microsoft Certified: Azure AI Fundamentals — April 2025 (Credential ID 414DB342D49545DE)
- LangGraph: Develop LLM Powered AI Agents with LangGraph, Udemy — November 2024 (Credential ID UC-ae51d3f2-026e-49b9-a600-e276a95ef4b8)
- Post Graduate Program in Securities Markets (Investment Advisory), NISM — 2023-24