

## ANUPREET WALIA

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### EXECUTIVE SUMMARY

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Technical co-founder and engineering executive. 17+ years building AI products from scratch and scaling teams and platforms. As CTO & Co-Founder of Brevian AI, I set the product vision, designed the architecture, and built a production knowledge graph and multi-agent LLM system for enterprise sales intelligence. Scaled engineering orgs from founding teams to 100+ engineers across venture-backed startups (Sequoia, a16z, Y Combinator). Hands-on background in AI/ML systems, knowledge graphs, RAG, and agentic AI.

### EXPERIENCE

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#### CTO & Co-Founder | Brevian (Felicis) | 10/2024 – Present

*AI sales intelligence platform. Knowledge graphs + multi-agent LLMs help sales teams prep for calls, get real-time guidance, and learn from every conversation.*

- Set **product vision and strategy** for a new category of sales intelligence built on structured knowledge, not call transcription. Positioned Brevian against incumbents like Gong and Chorus.
- Owned product roadmap end-to-end. Shipped four products: **Meeting Prep** (pre-call intelligence), **Live Assist** (real-time guidance), **Sales Coaching** (post-call analysis), and **CRM Updates** (automated data hygiene). Roadmap shaped by customer discovery, competitive analysis, and direct market feedback.
- Built Brevian's **Knowledge Engine** from scratch: a structured graph connecting products, features, pain points, stakeholders, objections, and deal context. Enables multi-hop reasoning that outperforms standard RAG.
- Designed the **multi-agent LLM architecture**: three agent types (Chat, Meeting Intelligence, Intelligence), 10+ orchestrated tools, recursive tool calling, and context management across OpenSearch, PostgreSQL, and GPT-4o/5.1.
- Built the **GTM-ready product surface**: enterprise integrations (Gong, Salesforce, Google Drive, Notion), onboarding flows, and a product-led growth experiment (Pipeline Health Workspace) that lets prospects see value before talking to sales.
- Stood up engineering culture, principles, hiring processes, and a leveling ladder (L3-L8) drawn from Stripe and Netflix. Built and ran the cross-functional engineering team.
- Wrote and published pieces on AI architecture and product positioning: "*Why RAG Is Not Enough for Revenue Intelligence*" and "*What a Knowledge Engine Does That Conversation Intelligence Doesn't.*"

#### VP of Engineering | Baseten (Conviction) | 03/2024 – 09/2024

*ML infrastructure startup. Platform for deploying and serving AI models at scale.*

- Led cross-functional teams shipping developer experience and model observability features on **TRT-LLM and vLLM** with Python backend on Kubernetes.
- Drove **SOC2 certification**, launched a self-hosted enterprise solution, and tightened product operations across the org.

#### VP of Engineering | Preset (a16z, Redpoint) | 02/2021 – 02/2024

*Cloud analytics platform built on Apache Superset. Enterprise data exploration and visualization. Raised \$52.5M.*

- Launched three products (**SaaS, Hybrid Cloud, and Embedded Platform**) with a focus on infrastructure performance, cost efficiency, and enterprise compliance.
- Scaled engineering from **20 to 60+ engineers**. Built out frontend, platform, data engineering, and infrastructure functions without slowing delivery.
- Owned product and engineering strategy. Shipped features while keeping infrastructure scalable, SOC2-compliant, and secure across multi-tenant cloud environments.

#### Director of Engineering / Interim VPE | Snapdocs (Sequoia, Y Combinator) | 11/2018 – 02/2021

*Digital mortgage closing platform. Series D, raised \$47M+ from Sequoia, F-Prime, and Y Combinator.*

- Grew engineering from **11 to 100 engineers**. Built frontend, platform, data engineering, data science, and infrastructure teams from scratch. Cut mean time to recovery and reduce regressions.
- Ran QA, DevOps, Data Science, Engineering, and Core Platform. Kept systems stable and scalable through rapid growth.
- Built standardized hiring frameworks, technical interview processes, and evaluation rubrics across the org.

#### Engineering Manager | Helix (KPCB, DFJ) | 11/2016 – 11/2018

*Personal genomics platform. Series B raised \$320M.*

- Started the mobile engineering team. Shipped Helix's first native iOS app and built a distributed cross-functional team.
- Led the platform team in building an **iOS SDK, marketplace APIs (React, Go, Swift), and OAuth2 auth framework** so partners could build products on top of genomic data.

#### **Tech Lead** | Microsoft | 2015 – 2016

- Led a team building Office prototypes with **machine learning (Swift, C/C++, Python, Azure ML)**. Worked with Microsoft Research on an iOS app using MS Band biometric data for stress detection.
- *Selected for Microsoft's High Potential (HiPo) program, Microsoft Bench (2015).*

#### **Computer Scientist** | Adobe Systems | 2009 – 2015

- Built full-stack applications, APIs, and data pipelines for **Typekit** (RoR, Sinatra, JavaScript, Redis, MySQL, Hadoop, Hive). Optimized Flash Player and AIR runtime for Android, focusing on battery, memory, and rendering performance.

### **EDUCATION**

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**Master of Science, Computer Science** | Georgia Institute of Technology

*IRA Hardin Fellowship Recipient*

### **PATENTS**

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**Genomic Network Service User Interface / Cross-Network Genomic Data User Interface**

US-11183268-B2, US-20210174895-A1, US-10861587-B2, US-20200134136-A1, US-20200104463-A1, US-20200105365-A1

### **TECHNICAL DEPTH**

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**AI/ML Systems:** LLM orchestration, multi-agent architectures, knowledge graphs, RAG/GraphRAG, vector search (OpenSearch), NER, agentic tool-use patterns, prompt engineering, TRT-LLM, vLLM

**Infrastructure:** Kubernetes, Python, Go, React, PostgreSQL, Redis, OpenSearch, Azure ML, AWS, GCP, SOC2, CI/CD

**Leadership:** Scaled orgs from 10 to 100+ engineers, 0-to-1 product vision and strategy, category creation, engineering ladder design, hiring frameworks, cross-functional product/engineering/GTM leadership