



Arun Kuchibhatla

Senior Director – Data & Analytics

Dallas, TX | kuchibhatla@gmail.com | (312) 841 3593 | <https://www.linkedin.com/in/arun-kuchibhatla>

DATA & ANALYTICS EXECUTIVE | ENTERPRISE CLOUD & AI TRANSFORMATION LEADER

- Transformational Data & Analytics Technology Executive with 25+ years of global experience driving enterprise data modernization, AI/ML adoption, and cloud transformation across Fortune 500 clients. Proven record of scaling multi-million-dollar practices, leading global delivery teams, and advising C-suite stakeholders to accelerate digital transformation.
- Recognized for building and executing data strategies that reduce cost, enhance agility, and deliver measurable business outcomes through platforms like Azure, AWS, Snowflake, Databricks, Microsoft Fabric and Oracle Cloud.

CORE COMPETENCIES

Data Strategy & Enterprise Architecture | AI/ML & Generative AI Adoption | Data Governance & Insights | Cloud Modernization (Azure, AWS, Snowflake, MS Fabric, Oracle Cloud) | Pre-Sales & GTM Leadership | P&L & Practice Management | Executive Stakeholder Advisory | Delivery & Program Management

PROFESSIONAL EXPERIENCE

Sr. Director – Data Strategy & Solution Architecture | Orion Innovation | May 2024 – Present

- Spearhead enterprise-wide data modernization and cloud transformation for Tax & Accounting clients, defining technology strategy, roadmap, target-state architecture, and governance frameworks that cut infrastructure costs by approx. 25%.
- Collaborate with CxO stakeholders to align data strategy with business goals, accelerating platform modernization by 6–12 months.
- Established Hyperscaler partnerships, unlocking \$10M+ in joint go-to-market opportunities and increasing solution adoption.
- Built and scaled a cross-functional team of architects and consultants by 30%, driving consistent delivery excellence.

Director – AI & Analytics | Cognizant Technology Solutions | Oct 2018 – Apr 2024

- Directed end-to-end AI & Analytics strategy, overseeing pre-sales, architecture, and delivery for Banking & Financial Services clients.
- Captured \$25M+ in cloud transformation deals by leading strategy, solutioning, RFP responses, and client orals for large-scale data modernization programs.
- Delivered enterprise migrations from on-prem to Cloud platforms on AWS/Azure/Snowflake/Oracle Cloud, achieving 20–30% TCO reduction and 40% faster reporting.
- Oversaw multi-million-dollar global delivery portfolios for Fortune 100 clients, leading 100+ consultants with 95%+ client satisfaction.

- Introduced reusable delivery accelerators and frameworks, reducing proposal turnaround by 40% and increasing win rate by 25%.
- Drove practice operations (P&L, revenue, margins), achieving consistent 15% YoY growth.

Senior Manager – Global BI Practice | Jacobs Engineering Group | Feb 2016 – Oct 2018

- Unified enterprise systems post-merger into a centralized BI platform, saving \$5M annually and improving cross-functional reporting.
- Directed global delivery of analytics projects using Oracle BI Applications, Tableau, Power BI, and Hyperion for Finance and HR analytics.
- Built BI Center of Excellence and optimized vendor partnerships, cutting implementation costs by 15%.

Practice Leader, BI & Analytics | AccuBI Solutions Inc. | Jun 2013 – Feb 2016

- Scaled BI & Analytics practice revenue by 2x within 3 years, driving growth across Real Estate and Biopharma verticals.
- Delivered advanced BI and data warehouse solutions that reduced reporting cycles from weeks to hours, enhancing decision-making speed.

IT Director – Analytics Delivery Head | TEKsystems | Sep 2011 – May 2013

- Managed 10+ enterprise BI programs with 100+ architects and consultants, overseeing delivery, quality, and client engagement.
- Supported RFX activities through solutioning, statement of work and Customer Orals; Go-To-Market initiatives and product demonstrations.
- Developed case studies showcased at Oracle OpenWorld, elevating brand credibility, and visibility.

Earlier Roles (1995 – 2011): Principal Consultant, Practice Manager, BI Solution Architect, Technical Project Manager

TECHNOLOGY EXPERTISE

Data Platforms: Snowflake | Azure | AWS | Databricks | Microsoft Fabric | Oracle Analytics Cloud

Frameworks: Lakehouse | Data Mesh | DataOps | Data Governance | Dimensional & 3NF Modeling

Integration: Fivetran | DBT | Talend | Informatica | Azure Data Factory | Oracle Data Integrator

Visualization: Power BI | Tableau | Alteryx | Oracle BI Applications

AI/ML: Generative AI | Azure AI | Oracle ML | Deep Learning | ML Algorithms

EDUCATION

- Masters in Aeronautical Engineering
- Post Graduate Program, Cloud Computing – McCombs School of Business, UT Austin
- GenAI for Leaders – Foundation Program
- Project Management Certification – DePaul University, Chicago

CERTIFICATIONS – 2025-2026

- Snowflake Certified SnowPro Advanced Architect
<https://achieve.snowflake.com/d5ba6903-7d6b-490e-ae28-614bf4840610#acc.EVWe7FvR>
- Microsoft Certified: Fabric Data Engineer Associate
<https://learn.microsoft.com/en-us/users/arunkuchibhatla-4663/credentials/23aca515e21f992e>

CERTIFICATIONS – BEFORE 2025

- Snowflake Certified SnowPro Core
<https://achieve.snowflake.com/c11a7b37-04e0-4484-9d3c-f99f201a3c10>
- Microsoft Certified: Azure Fundamentals
<https://learn.microsoft.com/api/credentials/share/en-us/ArunKuchibhatla-4663/7C2937227670F06B?sharingId=C75CB91849226696>
- Microsoft Certified: Azure AI Fundamentals
<https://learn.microsoft.com/api/credentials/share/en-us/ArunKuchibhatla-4663/6DB799CDFD17792B?sharingId=C75CB91849226696>
- AWS Partner: Generative AI Essentials
<https://www.credly.com/go/oqVftbFnXTQtzu3Ytrm6HQ>
- AWS Certified Cloud Practitioner
https://www.credly.com/badges/d5a597db-a1e3-4d02-9cb4-f6cb542a27e9/public_url
- Databricks Lakehouse Platform Fundamentals
- Oracle Cloud Platform Enterprise Analytics 2019 Certified Associate
https://www.youracclaim.com/badges/4587961a-9466-41cf-8abd-fc096ed6efab/linked_in_profile
- “Executive Data Science” course by Johns Hopkins University
<https://www.coursera.org/account/accomplishments/specialization/N7VR4Q6SKMS8>
- Machine Learning course by Stanford University
<https://www.coursera.org/account/accomplishments/verify/7TVC69TFKAY9>
- PMI Certified Project Management Professional (PMP)