

Aditya Kadam

AI Pre-Sales Solutions Engineer | HPC & Data Center Infrastructure | GenAI & Enterprise AI Platforms

✉ adityaa.kdm@gmail.com ☎ +91 9082431478 , +91 7303049482 📍 Navi Mumbai

🌐 <https://www.linkedin.com/in/adityakdm/> 🔄 <https://github.com/Aditya-Kdm>

🌐 adityakadam.org

Profile

AI Pre-Sales Solutions Engineer specialising in GPU compute, HPC infrastructure, and Enterprise GenAI platforms. Experienced in architecting end-to-end AI solutions across BFSI, manufacturing, and technology verticals – translating complex AI infrastructure into clear business outcomes through POC delivery, RFP responses, and CXO-level engagements.

Professional Experience

- AI Pre Sales Solutions Engineer**, Netweb Technologies 05/2024 – 12/2025
- Led end-to-end pre-sales across 30+ enterprise accounts in BFSI, manufacturing, and IT – closing Rs.15 Cr+ in AI infrastructure and HPC deals through solution design, BOM construction, 15+ RFPs/RFIs, and executive presentations for NVIDIA HGX/DGX clusters (A100-GB200), InfiniBand, and high-performance storage.
 - Delivered 20+ GenAI and RAG POCs on LangChain and LlamaIndex achieving ~95% retrieval accuracy; optimised LLM inference using vLLM and NVIDIA Triton in Kubernetes/Docker – demonstrating ~40% TTFT reduction as a key differentiator across enterprise AI deals.
- AI/ML Intern**, Kushal Tech Enterprise 12/2025 – 03/2026
- Developed and fine-tuned computer vision/NLP models using PyTorch and Scikit-learn, improving model prediction accuracy by 15% through rigorous feature engineering and hyperparameter optimization.
 - Streamlined data preprocessing pipelines by automating the cleaning and labeling of large-scale datasets, reducing data preparation time by 30% and ensuring high-quality inputs for training cycles.
- IT Automation Analyst**, TATA AIA 10/2023 – 03/2024
Mumbai
- Engineered Python-based automation frameworks (Pandas, FastAPI) for enterprise IT workflow orchestration, saving 15+ hours of manual effort weekly.
 - Designed REST API integrations and Webhook-driven event systems connecting Oracle Fusion Cloud with 3+ third-party platforms; implemented OAuth 2.0 authentication for enterprise-grade security.
- Assistant Professor (AI and Machine Learning)**, 07/2022 – 11/2023
Karmaveer Bhaurao Patil College, Navi Mumbai
- Led AI/ML curriculum for PhD, M.Tech, MSc, and BSc students covering deep learning, LLMs, and production-grade AI engineering; headed the AI & IT Department driving academic strategy and lab modernisation.
 - Mentored 30+ enterprise-grade AI/ML projects across Computer Vision, NLP, and RAG pipelines; represented the institution at 5+ national AI hackathons and research forums.
- MIS Executive (IT)**, Vedang Cellular Services (A Qess Corp Company) 02/2022 – 06/2022
Mumbai
- Architected Python automation workflows (REST APIs, webhooks) streamlining MIS reporting and KPI tracking for 50+ stakeholders; built scalable data pipelines integrating SQL, IoT API ingestion, and OAuth-secured communications for real-time telemetry tracking.

Education

MBA-IT (Full Time) , Narsee Monjee Institute of Management Studies (NMIMS)	2021 – 2023 Mumbai
Bachelor of Science in Information Technology Degree , St . Xavier’s College , Mumbai	2014 – 2020 Mumbai

Skills

AI Infrastructure & GPU Compute – NVIDIA HGX/DGX (A100/H100/H200/B200/GB200) · | GPU Cluster Sizing (TFLOPS/NVLink) | InfiniBand & NVIDIA Networking | RACK Solutions | NVMe/High-Performance Storage | Liquid Cooling · | Private Cloud

Virtualisation & VDI – VMware vSphere/ESXi VMware Horizon | NVIDIA vGPU/vDWS | Hyper-V | Veeam | VDI Solutioning | Hybrid Cloud Architecture | NSX | vSAN

GenAI & LLM Stack: – LangChain | LlamaIndex | LangGraph | vLLM | NVIDIA Triton | RAG Pipeline Design | Pinecone | Milvus | Prompt Engineering | LLM Fine-Tuning | Low-Latency Inference

Cloud & Enterprise Platforms – Microsoft Azure | AWS | Google Cloud | Azure OpenAI Service | Salesforce CRM

Containerisation & DevOps: – Docker | Kubernetes | MLOps | CI/CD for ML | Microservices | Agile | Scrum

Pre-Sales & GTM – Solution Architecture | BOM & Cost Sheet Preparation | RFP/RFI/Pre-Bid Responses | POC Design & Delivery | AI ROI Modeling | Executive Presentations | Technical Proposal Writing | Stakeholder Management | Consultative Selling | Competitive Analysis & Positioning

Programming & APIs: – Python | JavaScript | Node.js | SQL | Java | C++ | FastAPI | REST APIs | OAuth 2.0

Projects

AI Lab Design & Deployment – Mumbai University & Top Institutions,

Stack: NVIDIA HGX/DGX · InfiniBand · NVMe Storage · NVIDIA Networking · VMware vSphere

- Designed and deployed end-to-end GPU AI Labs for Mumbai University and top-tier academic institutions – full RACK architecture, NVIDIA networking design, storage sizing, software stack, and deployment planning.

100-Node HPC Cluster Design & Deployment,

H200 · InfiniBand HDR · NVMe-oF Storage · Slurm · Kubernetes · Liquid Cooling

- Architected full 100-node HPC cluster with NVIDIA HGX H100 nodes on InfiniBand HDR fabric – scoped NVMe-oF storage, Slurm job scheduling, liquid cooling design, and delivered complete BOM, network topology, and deployment runbook as primary pre-sales asset driving deal closure

Enterprise RAG POC – Private Cloud AI Search (BFSI Client), NVIDIA A100 · Skylus Private Cloud
• Delivered GenAI POC achieving 95% retrieval accuracy vs legacy search – directly accelerated deal closure for a BFSI enterprise client.

VDI Solution – GPU-Accelerated Virtual Desktops (Enterprise POC),
VMware Horizon · NVIDIA vGPU/vDWS · Private Cloud · HPC
• Architected and demonstrated VDI solution enabling GPU-accelerated virtual desktops for 500+ concurrent engineering and BFSI users – full sizing, vGPU profile configuration, licensing design, and live POC delivery driving enterprise deal closure.

Certificates

AWS Certified Cloud Practitioner (CLF-C02)
Amazon Web Services (AWS)

Devops Certified Professional
RST Forum

Professional Solution Architect
Hammerspace

Advance Java & C++ Certified
CMS IT Services

Networking , Hardware and IOT Certified
Government of India

IT Venue Management (Networking)
Harvard University ,Cambridge

IBM Cloud Essentials
IBM