

## Contact

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(LinkedIn)

## Top Skills

Investments  
Financial Analysis  
Finance

## Languages

English (Native or Bilingual)

## Honors-Awards

AMC Math Competition 12 Perfect Score  
USA Math Olympiad  
USA Math Olympiad  
The Marvin Award - McKinsey & Company  
McKinsey New Ventures Competition - International Finalist

# Ajai Sharma

CPTO - CloudFactory AI Agent Platform / FDE / Harness Eng  
Los Altos, California, United States

## Summary

Currently Chief Product and Technology Officer at CloudFactory. I oversee the development and strategy of our GenAI Agent Platform, ML Science, and Forward Deployed Engineering teams. I bring substantial experience at the intersection of AI Platform R&D (Agent Harness Optimization) and highly verticalized applications of Agentic AI (Embedding AI into the core operations of multi-billion dollar businesses - Oil and Gas, Drones, Autonomous Vehicle, Supply Chain and Logistics, and Insurance) through a hybrid approach of Platform R&D investment and Forward Deployed Engineering teams. This helps us provide multiyear, expanding, and durable value for our customers around the world. Formerly Chief Executive Officer at Holomorphic AI (GenAI LLM Agents and Reasoning API platform). I have over 15 years of experience in executive management roles at firms like AWS AI (SageMaker) and McKinsey and Company. I've launched and scaled business units to deliver rapid growth and high-impact results. I've driven AI strategy for the world's largest enterprises across financial services, insurance and healthcare. I have also pioneered, grown, and successfully exited award-winning AI startups. At AWS I launched new cloud businesses on the award-winning SageMaker ML platform part of AWS's Database, Analytics, ML, and Deep Learning division. I also have substantial experience working with various business functions including strategy, corporate development, R&D, engineering, UX design, product marketing, GTM, BD, and finance. I have a deep familiarity across the entire ML stack, whether working with LLMs, or innovating solutions to deliver millisecond level results for machine learning models.

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## Experience

CloudFactory  
Chief Product and Technology Officer | GenAI Agent Platform  
July 2025 - Present (1 year)  
Los Altos, CA

CloudFactory is a Series C funded Enterprise Generative AI Enablement company.

#### SCOPE:

Lead 300+ global staff across Engineering, ML Research, Product Management, Architecture, DevOps, and Solutions. Own platform vision, technical roadmap, GTM integration, enterprise delivery, and major strategic accounts.

#### KEY ACHIEVEMENTS:

Scaled business by incremental \$X0MM ARR, driving platform adoption in enterprise automation, customer ops, and digital transformation use cases.

Architected and launched a Generative AI Agent Platform enabling autonomous workflow execution and multi-step decision automation across complex enterprise systems.

Built production retrieval + model adaptation pipelines (GenBI, RAG, LoRA, embeddings tuning) enabling domain-specific reasoning without full retraining.

Reduced inference cost by 30%+ at scale through quantization, KV cache optimization, batch-scheduling, and GPU memory efficiency improvements.

Designed multi-region, multi-tenant AI infrastructure with zero-trust controls, governance, encryption, auditability, and SOC2+/HIPAA enterprise compliance.

Drove \$XM+ annual enterprise contract deals, engaging directly with CIO/CTO stakeholders to define AI transformation roadmaps.

#### LEADERSHIP:

Managed full-stack org spanning Sr Director → Director → Sr Manager → Manager → IC layers across US/EU/APAC.

Built Principal ML and Staff Architect leadership bench, raising engineering bar and delivery velocity.

Championed benchmarking discipline, latency budget enforcement, and inference reliability instrumentation.

#### KEY WINS:

Delivered agentic orchestration runtime combining LLM planning + deterministic tool execution.

Implemented hybrid BM25 + neural embedding vector search and semantic memory layering to reduce hallucination loops.

Deployed GPU-based inference cluster with autoscaling optimized separately for real-time vs. batch workloads.

Led evaluation frameworks for truthfulness, robustness, prompt leakage, and semantic drift monitoring.

#### Raniga Family Office and Charities

Strategic and Investment Advisor

June 2012 - Present (14 years 1 month)

Gold Coast, Queensland, Australia

Advising the principal on technology investments, portfolio strategy, and governance across family estate and philanthropic initiatives.

#### Holomorphic AI Labs

Cofounder, Chief Executive Officer

2023 - July 2025 (2 years)

Los Altos, California, United States

Building enterprise-grade AI Agents that are safe and work reliably.

Leading product on the holomorphic AI agentic reasoning platform.

Expertise across applied AI/GenAI in financial services, marketing, and biotech/pharma.

Manage the PM org working at the cutting edge of GenAI/Agents/Reasoning.

#### Amazon Web Services (AWS)

Head of Product | Deep Learning SageMaker

March 2020 - 2023 (3 years)

Palo Alto, California, United States

Launched and scaled the world's largest AI platform in history. Grew the business from 0 to X0,000 WAUs and \$XB+ ARR.

Extensive experience in hyperscale ML model training, inference, ML Ops, across AI/GenAI/traditional ML.

Worked across all parts of the business including: engineering, science, product, marketing, GTM strategy, sales, strategic accounts, and product strategy.

### McKinsey & Company

Expert - AI / Deep Learning Product

July 2015 - February 2020 (4 years 8 months)

\*Led teams of applied scientists and engineers to build, train and deploy ML models for the world's largest insurance, financial services, and pharma companies (across Auto, Health, P&C, ReInsurance)

### US Capital Global

Sr. Director PM - AI/ML Strategic Initiatives

2013 - 2015 (2 years)

San Francisco

Joined after SMB Adviser acquired by US Capital

### SMB ADVISER AI

Cofounder, CEO

2010 - 2013 (3 years)

Palo Alto, California, United States

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## Education

University of California, Berkeley

Bachelor's degree, Mathematics and Statistics

The Wharton School

MBA

Mt. Carmel High School

San Diego, CA