

About Predii

Predii is an Enterprise AI Software Company based in Palo Alto, CA and Pune, India. Predii is building an Automotive AI Infrastructure platform that embeds directly into customer environments to power data ingestion, modeling, inference, and AI-driven workflows. Our specialized, validated AI platform has been purpose-built to extract predictive and prescriptive insights from unstructured textual, sensor, and procedural data in the automotive aftermarket and service business. Predii's patented AI engine is currently processing 2+ billion historical repair jobs monthly. Our 10+ years NLP and domain expertise enable industry leading companies such as Snap-on, Epicor, Mercedes-Benz, and Valvoline to leverage previously unused data to power predictive solutions, increase aftersales revenue, drive product innovation, and support data-driven decision-making strategies.

Predii has been recognized by Gartner, ABI Research, and the Industrial IoT Solutions World Congress for our focus in Applied AI in repair and maintenance

About this Role: Customer Solutions Architect

We are hiring a Senior Customer Solutions Architect to lead customer-facing technical engagements in a consultative, forward-deployed model. This role works closely with the CEO and engineering team to design solutions, support enterprise deals, and ensure customer work drives both near-term revenue and long-term platform growth.

Key Responsibilities

Customer Engagement & Commercial Impact

- Lead deep technical discovery with enterprise customers and prospects.
- Design solution architectures that clearly connect Predii's platform capabilities to customer business outcomes.
- Support enterprise sales cycles by anchoring discussions in concrete solutions, feasibility, and value.
- Help structure engagements (platform + consulting) that are commercially sound and scalable.
- Identify expansion opportunities within active accounts based on usage and outcomes.

Consulting to Platform Loop

- Act as a forward-deployed technical partner on high-impact customer engagements.
- Ensure consulting work reinforces Predii's platform strategy rather than drifting into bespoke services.
- Translate real-world deployments into reusable patterns and product insights.
- Contribute to packaging, pricing logic, and repeatable engagement models.

Internal Collaboration

- Partner closely with the CEO on technical positioning and strategic deals.
- Coordinate with engineering to ensure clean handoff from solution design to delivery.
- Serve as Predii's primary external technical representative in customer-facing contexts.



Bachelor's Degree/
Master's Degree



8-12 years experience



Competitive Salary



Bay Area/ Remote



Apply now.

Basic Qualifications

- 8-12+ years in solution architecture, technical consulting, forward-deployed engineering, or similar roles.
- Strong understanding of modern AI stacks: data pipelines, ML, LLMs, inference, APIs, and cloud infrastructure.
- Experience supporting consultative, high-touch enterprise engagements.
- Commercially savvy and comfortable structuring platform + services offerings.
- Strong communicator across technical and executive audiences.
- Automotive, mobility, or industrial data experience is a plus.