

BRIAN SUN

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SUMMARY

Brian is a Staff Solutions Engineer with 6+ years of experience leading enterprise Azure, Copilot and API product delivery from discovery and technical scoping through hands-on prototyping, production rollout and adoption. A trusted advisor to C-Suite executives and engineering teams, he ranks among Microsoft's top 10% of performers and supports a \$25M+ annual revenue portfolio spanning 10,000+ user environments at 99.2% uptime. He combines full-stack engineering, solution architecture and high-agency leadership to deliver outstanding outcomes in ambiguous environments.

Agentic AI & Generative AI: Multi-Agent Systems, LangChain/Graph, AutoGen, Semantic Kernel, Prompt Engineering
AI Engineering: Python, RAG, Embeddings, Vector Databases, APIs, GraphQL, Postgres, Microservices, Distributed Systems
Cloud, Security & Operations: Azure, AWS, GCP, CI/CD, Deployment, Evaluation, Monitoring, Security, Governance
Forward-Deployed Leadership: Technical discovery, Rapid prototyping, Enterprise Integrations, Stakeholder alignment

WORK EXPERIENCE

MICROSOFT

VANCOUVER, BC

Staff Solution Engineer – Cloud and AI

Feb 2024 – Present

- Own **end-to-end delivery** for Azure AI, Enterprise Copilot, Fabric & GitHub Copilot, translating ambiguous enterprise workflows into scoped solutions, clear architecture, and rollout plans from discovery through production adoption
- Personally **write and review production-grade Python and JavaScript for full-stack AI prototypes**, microservices, integrations and LLM evaluation harnesses; debug model and workflow failures and harden successful pilots for production, shortening **sales cycles by 27% and increasing deal closure rates by 33%**
- Own production quality** through tracing, evals, monitoring, production metrics and failure-mode analysis; balance reliability, safety, latency and cost to **accelerate launches by 35%** and **sustain 99.2% uptime** across environments
- Partner across sales, engineering, product, security and executive teams to communicate technical tradeoffs, delivery blockers and guide production rollouts; **Lead a team of 12 cross-functional solution engineers**, contributing to **98% positive customer ratings and 85% contract renewal rates**
- Codify field problems into reusable architecture, playbooks, and workshops that reduce customer time-to-value by 40%; **ranked in the top 10%** across a **\$40M+ portfolio** and **exceeded personal KPIs by 180%**

VOPAY

VANCOUVER, BC

Lead Solutions Engineer – Payments and Cloud

Feb 2023 – Feb 2024

- Led discovery with 70+ monthly prospects, translating payment challenges into Python-based prototypes and tailored workflows; **increased conversion by 60%** and **reduced sales cycles from 120 to 75 days**
- Built Python and API integration workflows that automated troubleshooting; resolved technical objections and improved implementation, **halving post-sales implementation time** and **reducing support tickets by 40%**
- Turned recurring customer needs into reusable Virtual Labs and Interactive Demo Environments used by 400+ prospects, accelerating **time-to-value by 30%** and **contributing to 30% pipeline growth**
- Promoted to Lead in 8 months after driving **\$5M YoY growth** and exceeding **KPIs by 220%**; Led 4 Solutions Engineers across three verticals and signed enterprise partnerships with **Sage, WeBull and Mastercard**

TRANSCEND

VANCOUVER, BC

Technical Co-Founder & CTO

Mar 2020 – Feb 2023

- Co-founded and built a **Python-based product and analytics platform** for 200+ ecommerce clients, **owning product strategy, system architecture and production delivery** from zero to scale
- Developed **product recommendation, ad-spend optimization, product-research solutions** that increased **revenue 85%, deal sizes 60%, retention 50% and engagement 300%**
- Led and mentored offshore engineering team while scaling **ARR past \$2M at 170% YoY growth**; the company and platform was ultimately acquired in a sale to a leading competitor in the ecommerce space

EDUCATION

UNIVERSITY OF BRITISH COLUMBIA (UBC) – VANCOUVER

Sep 2015 – Apr 2020

BSc. in Computer Science (CS), Integrated with minor in Neuroscience

GPA 3.9 / 4.0, 5-time Recipient of Dean's Honors List, **Work Authorization: Canadian Citizen (TN Visa)**