

David Flórez

AI Agentic Architect

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Summary

AI Agentic Architect | 18+ Years of Experience in AI, ML, and Cloud Solutions | Mathematician

18+ year expert specializing in bridging cutting-edge AI/ML research with real-world enterprise adoption, with a proven track record of designing and deploying high-impact solutions for Fortune 1 and Fortune 100 enterprises. During a distinguished 9-year tenure at Microsoft, I drove strategic AI and cloud adoption for global customers. Proven as a hands-on engineer and strategic advisor capable of owning end-to-end execution from technical scoping to production. Expertise includes: technical debugging on customer infrastructure, cloud solutions (LLM-based applications, RAG, forecasting, AI-driven automation), and providing critical feedback to influence core product roadmaps. I possess a deep understanding of the competitive AI landscape, with a unique ability to navigate and leverage diverse AI ecosystems to solve complex business challenges. Scientific foundation includes a master's in Data Science from UC Berkeley and a MSc in mathematics. I am currently working with leading AI labs based in San Francisco.

Work Experience

Google

[06/2025 – Present]

Role: AI Specialist Customer Engineer, AI native, San Francisco USA

[06/2025 – Present]

- Embedded with key enterprise partners to co-develop and deploy cutting-edge AI architectures, driving high-impact solutions from prototype to production.
- Conducted deep-dive technical debugging and hands-on implementation on customer infrastructure to resolve complex AI/ML blockers, directly enabling significant business opportunities.
- Provided critical feedback to core product engineering and authored technical guides on optimizing advanced AI models for resource-constrained environments, influencing future platform roadmap.

Microsoft

[03/2016 – 06/2025]

Role: Data And AI Cloud Solution Architect, Silicon Valley USA

[11/2021 – 06/2025]

- Primary customer-facing architect for Azure's largest global customer (>\$1.5B in cloud spend), driving strategic AI and cloud adoption.
- Led the successful implementation of Microsoft Purview at Fortune 1, onboarding 100K+ databases and enabling enterprise-wide governance at scale.
- Projected to drive \$8M in revenue (ACR) for FY25, spearheading Data & AI initiatives for Fortune 1 and other enterprise clients.
- Developed and delivered internal AI and cloud training programs for 1,000+ Microsoft sales professionals, equipping teams with technical expertise to accelerate customer adoption.
- Optimized AI and data architectures through cross-functional collaboration with engineering, sales, and customer success teams, ensuring seamless enterprise deployments.
- Led large-scale AI initiatives for American enterprises, implementing advanced Retrieval-Augmented Generation (RAG) systems to enhance enterprise search, knowledge retrieval, and automation.
- Developed and optimized forecasting models leveraging multi-model AI architectures, driving demand prediction, inventory optimization, and business decision-making with a projected 15% cost savings on total revenue.

Role: EMEA Data And AI Cloud Solution Architect, Madrid Spain

[11/2018 – 11/2021]

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- Designed and delivered cross-industry AI solutions using Azure architectures for Retail, Manufacturing, Oil & Gas, and FSI sectors in EMEA. Total new work sold (NWS) of EUR 12M.
- Architected ML applications leveraging GPT-2, GPT-3, Turing NLG, and Cognitive Search to drive AI-driven transformation.
- Delivered IoT-driven AI solutions for Retail and Manufacturing, designing supervised and unsupervised ML architectures with scalable MLOps pipelines.

Role: EMEA Data Scientist, Madrid Spain

[03/2016 – 11/2018]

- Led advanced analytics projects using Azure technologies, serving as both Technical Lead and Data Engineer.
- Designed and deployed online and offline ML applications, optimizing inference and training pipelines.

EY

[04/2015 – 03/2016]

Role: EMEIA Manager at Big Data & Analytics, Madrid Spain

- Led advanced analytics initiatives and established discovery labs within the Center of Excellence (CoE), managing a \$50M budget to drive AI innovation for financial institutions across EMEIA.

Other positions

[05/2008 – 04/2015]

Banco Santander: Equity Model Validation quant (4Y) | *BBVA*: Credit Risk Model developer (2Y) |

Accenture: Junior Analytical Consultant (6M) | *Unicaja*: Intern (6M)

Education

Nova Southeastern University

[05/2026 – 09/2029]

PhD student in Information Systems

Oviedo University [09/2004 – 09/2008]

MSc Mathematics, Specialty: Statistic

UC Berkeley [08/2022 – 05/2024]

Master's in information and data science

Focus on AI, NLP, ML, and Cloud Engineering (Docker, Kubernetes)

MIT

[05/2021 – 09/2021]

Architecture of Complex Systems

Afi Escuela

[09/2011 – 06/2012]

Master's in quantitative finance

Skills

- LLMs & Generative AI: Gemini, GPT-3, GPT-4, Turing NLG, Retrieval-Augmented Generation (RAG), Vector Search
- AI/ML Development: PyTorch, TensorFlow, Scikit-Learn, LangChain, MLflow
- AI Use Cases: Conversational AI, Forecasting Models, AI-powered Search & Recommendations, Document Intelligence
- Cloud Platforms: Microsoft Azure (Certified), AWS, GCP (Certified)
- Data Engineering: Databricks, Synapse Analytics, Delta Lake, SQL, Azure Data Factory
- MLOps & Deployment: Kubernetes, Docker, CI/CD Pipelines, Azure Machine Learning
- Enterprise AI Strategy: AI adoption for Fortune 100, AI for regulated industries (FSI, Retail, Manufacturing)
- Presales & GTM: AI solution positioning, PoC to Production Scaling, Enterprise AI Evangelism
- Technical Enablement: AI training development & delivery for sales, engineering, and executive teams
- Edge AI & IoT: AI inference at the edge, Real-time AI processing.



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