

Kofi Patel

Account Executive

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PROFESSIONAL SUMMARY

Account Executive with 19+ years building and delivering in fast-paced product teams, currently at Wayfair. Specialises in Go, Terraform, LLMs, with a track record of shipping reliable, measurable outcomes. Known for clear communication and ownership.

EXPERIENCE

Account Executive — Wayfair · 2022–Present

- Owned the Go stack end to end, partnering with product and operations on 3 cross-functional projects.
- Reduced incidents by 35% by introducing LLMs best practices and automated checks.
- Shipped 6 major releases using Go, cutting cycle time by 36%.

Account Executive — Siemens · 2020–2022

- Owned the Terraform stack end to end, partnering with product and operations on 5 cross-functional projects.
- Reduced incidents by 12% by introducing LLMs best practices and automated checks.

Junior Account Executive — Siemens · 2016–2019

- Shipped 7 major releases using LLMs, cutting cycle time by 13%.
- Reduced incidents by 21% by introducing LLMs best practices and automated checks.

APPLICATIONS AT SWISSPORT

Load Controller applied · fit 62

Technical Recruiter interview · fit 64

CORE SKILLS

Go Expert · 7y
Terraform Expert · 7y
LLMs Proficient · 2y
Machine Learning Proficient · 2y

STRENGTHS

Communication

LANGUAGES

English — Native

CERTIFICATIONS

AWS Solutions Architect (2020)

EDUCATION

MSc Data Science
KTH Stockholm · 2004