



AMIT KUMAR SONI

AI Educator · Automation Instructor · Agentic Workflow Builder · ICF PCC Coach

PhD Candidate, Responsible AI and Neuroscience | PG in AI/ML, University of Texas at Austin

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PROFESSIONAL SUMMARY

Results-driven AI Transformation Executive and Educator with 17+ years bridging enterprise L&D and cutting-edge AI technology. Proven track record at PepsiCo, Expedia, and Salesforce designing and deploying agentic AI workflows (n8n, Workato), building AI governance frameworks for 50,000+ employees, and training engineering teams that boosted engagement by 30%. Now a freelance AI Consultant and Trainer — specialising in turning AI pilots into production systems and equipping professionals with immediately applicable skills. Pursuing PhD in AI to deepen research contribution. Ideal for roles requiring the rare combination of hands-on AI building, compelling live instruction, and responsible AI governance.

LEARNING SCIENCE AND PEDAGOGY

- **Curriculum Design:** Focus on Curated learning design for domain specific for example, AI for L&D, AI for HR, AI for Marketing, Sales, Finance , Pharma etc
- **Live Facilitation:** Facilitate live facilitation with live demo of all the GenAI tools, focus on mindset of online/In-Person classes that hold busy professionals' attention and translate complex AI topics (agents, RAG, LLM orchestration) into simple analogies.
- **Hands-on Building:** Design and Develop the Participant handbook very curated with dummy data, prompts and use cases so they can practice during the session and also post session to learn more Guide students through live n8n / Make.com / OpenAI / Claude workflow builds — troubleshooting in real time so no one gets left behind.
- **Student Results:** Every cohort finishes with working automations and the confidence to eliminate repetitive manual work from Day 1.
- **Tech Stack Fluency:** n8n • Make.com • OpenAI • Claude • Perplexity • Workday • JIRA • Slack • Greenhouse — the 2026 AI stack, end-to-end.

CORE SKILLS & TECHNOLOGY STACK

Agentic & Automation	AI Platforms	GenAI & Strategy	AI Governance
• n8n • Langraph • LLM Orchestration • RAG Pipelines • Postman • LangChain, Llamaindex, • CrewAI, • LangGraph • Multi-Agent Systems	• OpenAI GPT • Claude/Code • Perplexity • Google Gemini • Microsoft Copilot • Azure AI • AWS Bedrock • NotebookLM	• OpenAI / Claude APIs • Prompt Engineering • GenAI Strategy • Multimodal AI • Cursor • Replit • Agentic AI	• AI Readiness Assessment • NIST AI RMF • ISO 42001 • EU AI Act • OWASP LLM • Responsible AI • Explainable AI • Bias Detection • AI Risk Assessment • DPDP, India

PROFESSIONAL EXPERIENCE

Consultant — Agentic AI Workflows, AI Governance & AI Educator **Freelance,** Dec 2025 to Present | Hyderabad

- Design and deliver live online evening classes on n8n, Make.com, OpenAI, Claude and Perplexity for enterprise clients including HSBC, Amazon, PayPal, Microsoft, TCS, Infosys, Wipro and ServiceNow
- Build 10-day applied AI curricula for non-technical professionals in Product, Operations, Sales and HR, focused entirely on skills they can use the next day
- Simplify complex topics like agentic AI, LLM orchestration, RAG and MCP using plain-language explanations and live demos; guide students through mistakes calmly so they build real confidence

- Delivered JP Morgan 3-day AI Security and Governance program covering NIST AI RMF, ISO 42001, EU AI Act and OWASP LLM Top 10, including full facilitator playbook
- Designed 8-month AI capability journey for NPCI ecosystem across two tracks: Product and Operations managers, and Relationship and BD managers
- Delivered AI for HR webinar with EisnerAmper and MentorPark; WNS Certified Front Line Manager AI program with capstone projects using n8n, Custom Gems and NotebookLM
- Apply the Mind First Method, a neuroscience-based learning approach, to reduce cognitive load and improve skill retention in virtual classrooms

Global Learning Solutions Capability Head **PepsiCo** Aug 2024 to Dec 2025 | Hyderabad

- Built n8n agentic pipelines to automate onboarding, access provisioning and compliance routing for 50,000 employees across India, Mexico and Egypt
- Reduced L and D costs by 35% through an AI-powered Learning as a Service model while improving delivery speed and completion rates
- Designed role-specific AI training covering GenAI, Agentic AI, Responsible AI and governance for a 50,000-person global workforce
- Deployed AR, VR and 3D immersive learning at enterprise scale; managed a 60-person global team across three countries

Head of L&D, APAC, Technology and AI Capability **Expedia Group** Dec 2022 to Aug 2024 | Gurugram

- Architected AI-first talent strategy for 17,000 APAC employees; designed AI, ML and Data Science skilling roadmap that closed critical engineering talent gaps
- Boosted engineering team engagement by 30% through AI-powered personalised learning pathways; standardised learning governance across the APAC region

Senior Manager, Technical Enablement and Leadership Development **Salesforce** Jul 2017 to Dec 2022 | Hyderabad

- Led technical enablement for India and APAC; improved learner engagement by 30% through personalised AI-curated learning paths for over 5,000 engineers
- Delivered e-learning programs on Salesforce Einstein AI, ML fundamentals and automation tools; served as internal ICF-PCC Executive Coach

Earlier Career

L & D Manager at Lupin Pharmaceuticals (2016 to 2017) | Instructional Design Lead at Appirio / Wipro (2014 to 2016) | Senior Instructional Designer and LMS Admin at Larsen and Toubro (2008 to 2014, including onsite at Chiyoda Corporation Japan) | Software Engineer at L and T (2008 to 2010)

EDUCATION

• PhD in Artificial Intelligence <i>In Progress — Research focus: Agentic AI & Responsible AI Governance</i> • PGP — Artificial Intelligence & Machine Learning The University of Texas at Austin 2020–2021 • Postgraduate Diploma — Human Resources Management & Training XLRI Jamshedpur	• MA — Psychology Renaissance University, Indore • BE (Hons) — Computer Science & Engineering Rajiv Gandhi Prodyogiki Vishwavidyalaya • Certified Professional Coach (CPC / ACTP) International Coach Academy 2020–2021
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CERTIFICATIONS

• Professional Certified Coach (PCC) — ICF • GSDC — Certified AI Leadership Mastery Trainer • Dare to Lead Trained (Brené Brown)	• AI Generalists Fellowship • Advance Instructional Design Certification • Prosci Change Management Certified
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AWARDS AND RECOGNITION

AI Learning Leader of the Year 2024 | Impactful Learning Leader of the Year 2023 | Innovative Trainer Award | Keynote Speaker, Asia's Largest L and D Summit 2025 | Featured in ET World and AI World Organization Summit | Author of The Mindful Intelligence: AI for Leaders (2024) | Published research on AI-Enhanced Habit Formation for Performance