

Rohith Reddy Kota

FORWARD DEPLOYED ENGINEER · SENIOR DATA ENGINEER

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Forward Deployed Engineer with 9+ years in data platforms and infrastructure, the last 5+ forward-deployed with enterprise AdTech and marketing-analytics customers. One of Rill Data's earliest engineers. Took 50+ enterprise customers live after 150+ proofs of concept, and runs 2+ PB of ClickHouse, Apache Druid, and DuckDB on Kubernetes. Owns the whole engagement, from SSO and migrations to performance, cost, product feedback, and customer success.

50+ enterprise customers	150+ proofs of concept	2+ PB on Kubernetes	30+ OLAP clusters	30-40% less storage & CPU	<30s TB-scale scans
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EXPERIENCE

Senior Data Engineer, Forward Deployed & Solutions Engineering · Rill Data, Inc.

Apr 2021 – Present · Boston, MA · Remote (US)

One of the earliest engineers at Rill, an open-source, real-time operational BI platform. Owned US time-zone engineering coverage on a distributed, multi-time-zone team.

Forward deployed & solutions engineering

- Lead end-to-end deployments for 50+ enterprise customers, from scoping and architecture to build, go-live, and handoff, through customer GitOps repos, dedicated clusters, and BYOC installs.
- Ran 150+ proofs of concept with Sales and GTM, covering discovery, solution design, technical demos, and a working deployment.
- Own SSO integration and lifecycle (SAML, OIDC, OAuth2), row-level security, and customer-side S3 and GCS bucket policies, service accounts, and access scoping.
- Migrate customers from legacy systems to Rill, and move data between Snowflake, Redshift, Iceberg, or Delta Lake and ClickHouse or Druid, including reverse ETL, with parity checks before every cutover.
- Build and maintain Helm charts for Druid and ClickHouse, and support customers running Rill in their own cloud (BYOC).

Product management & customer success

- Primary technical contact across enterprise accounts: onboarding, user training, recurring roadmap reviews and feature demos, requirements with technical and executive stakeholders, and escalations.
- Turn requirements from 50+ accounts into roadmap input, and work with Product and Engineering to prioritize and ship customer-driven integrations.
- Architected incremental ingestion for Rill's ClickHouse driver, the foundation for ClickHouse data modeling in Rill, while preserving idempotency.
- Built internal tooling for the solutions team, including MCP servers, agent skills, and structured-output LLM integrations, cutting repetitive work across engagements.
- Player-coach for 2 engineers. Write and review design docs, and break work into epics, stories, and estimates.

Platform & data infrastructure

- Manage 2+ PB on Kubernetes (GKE) across ClickHouse, Druid, and DuckDB, including 30+ database clusters (17 Druid, 14 ClickHouse), with Helm, Terraform, and custom Go operators.
- Tune ingestion, compaction, and physical design (sort keys, partitions, projections, codecs, TTLs) to cut storage and CPU by ~30-40% and scan TBs of data in under 30 seconds.
- Engineer batch and real-time ingestion at GBs per hour from Kafka, S3, GCS, and lakehouses, with idempotent backfills and failure recovery.
- Debug Kubernetes-level production issues (pod and node failures, cluster instability, operator faults) across multi-tenant GKE clusters.
- Introduced SLOs, burn-rate alerts, runbooks, and postmortems, and built fleet observability dashboards, an AI on-call triage agent, and the usage-billing pipeline.
- Stabilized inherited Kafka, Apache Beam, and Druid pipelines alongside greenfield platform work.

Data Engineer · Saltside Technologies

Apr 2019 – Apr 2021 · Bengaluru, India

- Designed and built an ML-based ad-moderation service that automatically rejected fraudulent listings, reducing manual moderation work.
- Built stateful Apache Flink streaming over real-time web and mobile clickstream.
- Owned Airflow ETL/ELT jobs, the AWS Redshift data warehouse, and Tableau reporting for business owners and digital marketing teams.
- Designed APIs between the data platform and backend applications with the frontend and backend teams.

Software Development Engineer · Nanoprecise Data Services

Jan 2018 – Apr 2019 · Bengaluru, India

- Built streaming and data-intensive analytics in Java and Python over industrial sensor data.
- Ran multi-node Hadoop and Spark clusters and migrated the data stack to AWS EMR.
- Built Go services on MongoDB and gRPC integrations with product engineering teams.

Technical Associate · Genpact

Nov 2016 – Jan 2018 · Hyderabad, India

- Migrated ERP data into SAP R/3 using Informatica and the BackOffice Associates Data Stewardship Platform, with MS SQL Server for staging and batch processing.

SELECTED PROJECTS

Self-hosted ClickHouse platform on Kubernetes	14 production ClickHouse clusters
AI-assisted ClickHouse optimization with MCP	Multi-TB single columns found in one audit pass
Real-time AdTech bidstream pipelines	GBs/hr of AdTech events into real-time dashboards
Warehouse & lakehouse to ClickHouse, with reverse ETL and integrity checks	Every hop reconciled for drift, hourly
AI on-call triage agent	Auto-triage alerts classified, deduplicated, and ticketed

SKILLS

Databases & OLAP	ClickHouse, Apache Druid, DuckDB, MotherDuck, Snowflake, Postgres, Redshift, Databricks, Iceberg, Delta Lake
Streaming & batch	Kafka, Apache Beam, Dataflow, Flink, Spark, Airflow, dbt
Infrastructure	Kubernetes (GKE), Helm, Terraform, Go operators, Docker, GitOps, GitHub Actions
Identity & security	SSO, SAML, OIDC, OAuth2, IAM, Row-level security, Bucket policies
Languages & APIs	Python, Go, SQL, Scala, FastAPI, REST, gRPC, Webhooks
Cloud	Google Cloud, AWS, GCS, S3, EMR, IAM
AI tooling	MCP, Claude Code, Cursor, Codex, OpenAI API, Structured outputs, LLM agents

EDUCATION

- M.S., Data Architecture & Management** · Northeastern University, 2023 – 2025
- Executive MBA, Digital Marketing & Analytics** · Indian School of Business
- B.Tech, Electronics & Communication Engineering** · Amity University, 2012 – 2016

CERTIFICATIONS

- Professional Cloud Architect** · Google Cloud
- Build Infrastructure with Terraform on Google Cloud** · Google Cloud
- Optimize Costs for Google Kubernetes Engine** · Google Cloud
- Develop Google Cloud Network** · Google Cloud
- Implement Load Balancing on Compute Engine** · Google Cloud
- Certification for Apache Airflow** · Astronomer