

SANDEEP BARHANPURE

ENGINEERING ORGANIZATIONS | ENTERPRISE PLATFORMS | AI AND ANALYTICS PRODUCTS

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EXECUTIVE PROFILE

Platform and engineering-organization builder with leadership experience across retail and benefits, cloud, healthcare services, and banking. Builds products, systems, and teams for complex operations. Brings a broad cross-industry perspective and a personal passion for healthcare, where clear platforms can improve how people experience benefits and care.

ENTERPRISE IMPACT

\$60B+ AWS PRIVATE PRICING PROGRAM	\$6B+ WALMART BENEFITS BUSINESS	1.6M MEMBERS ON WALMART PLATFORM	50+ ORGANIZATION SCALE
2M+ COMBINED MEMBERS AND USERS SERVED ACROSS WALMART AND AWS			

EXPERIENCE

WALMART

Director, Software Engineering | Health & Benefits Technology

AUG 2024 - PRESENT

- Leads platform and engineering work across a \$6B+ benefits business, including a member-facing platform serving 1.6M members.
- Shapes product strategy, engineering execution, and organization design for complex benefits and new healthcare capabilities.

AWS

Head of Engineering | Software & Analytics

OCT 2021 - AUG 2024

- Built and led the engineering organization behind enterprise contract and analytics platforms supporting the \$60B+ AWS Private Pricing Program.
- Used platform strategy, software, analytics, and organization design to make complex commercial work easier to run.

EXECUTIVE FOCUS

ORGANIZATIONS Engineering leadership / organization design / operating cadence	PLATFORMS Product strategy / software and analytics / complex operations	INDUSTRIES Healthcare and benefits / cloud / financial services
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EXPERIENCE CONTINUED

MTM HEALTH

MAY 2015 - OCT 2021

Senior Manager | Software Engineering & Analytics

- Joined as the first data and analytics hire, then built the platform and technology function around a growing healthcare-services operation.
- Created the company's first commercial analytics product for state Medicaid agencies and managed care organizations.
- Turned an internal analytics capability into a repeatable product and built a 30+ person engineering and data-science organization from zero.

RBL BANK

MAR 2010 - OCT 2013

Head of Pricing & Operations | Consumer & Commercial Banking

- Built pricing, reporting, and risk frameworks for consumer and commercial financial products.
- Established operating standards that were adopted across the institution, grounding later platform leadership in operational clarity.

HOW I LEAD

BUILD THE ORGANIZATION

Grow engineering leadership, operating habits, and team structures around work that matters.

BUILD THE PLATFORM

Turn complicated operating work into reusable systems and clear product choices.

BUILD THE PRODUCT

Build analytics and AI products with clear users, boundaries, and outcomes.

FOUNDER

TERRAIN AI LABS

FOUNDER

Founder of Terrain AI Labs, working alongside his wife and Co-founder on practical AI products for small and mid-sized businesses.

terrainailabs.com

EDUCATION

MS, Finance (Statistics and ERP)
Webster University

MS, Business and Managerial Economics
NIIT

Bachelor of Commerce, Accounting
University of Pune

Broad experience across industries. Deep commitment to healthcare. Focused on the systems and teams behind work that matters.

CONTACT
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