Virag Tripathi

Principal, AI Ecosystems Engineer

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Customer-facing technical leader spanning sales engineering, field engineering, and applied AI. Takes customer and partner problems from discovery through proofs of concept to production, combining solution architecture with hands-on development. Previously a Principal Field Engineer at Redis and Principal Solutions Architect at Cockroach Labs.

EXPERIENCE

Principal, AI Ecosystems Engineer

Jan 2026 – present

Cockroach Labs

- Turned developer needs and customer feedback into CockroachDB plugins for Claude Code, Cursor, Copilot, and Codex. Delivered the ChatGPT marketplace launch and worked with Cloud engineering on required MCP capabilities.
- Built CockroachDB's Debezium source connector and JDBC sink support. The connector was adopted upstream and graduated from incubating; source and sink were published on Confluent Hub.
- Designed, wrote, and maintain langchain-cockroachdb: vector and hybrid search, chat history, LangGraph checkpoints, and long-term memory. Authored the CockroachDB provider documentation.
- Wrote the CockroachDB integration for Google's MCP Toolbox for Databases and collaborated with Google to merge it upstream.
- Built the native CockroachDB connector for PeerDB to stream changes into ClickHouse. Validated a full CDC mirror on a five-node cluster with node failures; counts and checksums matched.
- Shipped CockroachDB certification on IBM Power Systems and IBM Cloud. Contributed core platform fixes, including the ppc64le page-size fix released in v26.3.

Principal Solutions Architect

Feb 2024 – Dec 2025

Cockroach Labs

- Led technical engagements across core banking, CDC, and AI partnerships, working through proofs of concept and database blockers with partner engineers. Built a CockroachDB-to-watsonx.data and Apache Iceberg pipeline.
- Led technical enablement for IBM LinuxONE and Power, from initial validation through platform support, providing groundwork for the IBM OEM agreement announced in October 2025.
- Originated the enriched changefeed envelope request in 2024 and worked with product on its delivery in v25.2, enabling third-party CDC integrations using Debezium-format changefeeds.
- Built Banko AI, a multi-agent banking assistant running RAG and memory on CockroachDB, packaged for PyPI and Docker. Presented the resilient agentic AI work at AWS re:Invent 2025.

EXPERIENCE, CONTINUED

Principal Field Engineer
Nov 2020 – Feb 2024

Redis

- Built Redis Connect, a CDC and data integration platform for Redis Enterprise used in production at Fortune 100 customers in consumer technology, telecom, and financial services.
- Owned data integration and messaging in the field, building customer-facing proofs of concept and demos. Built the Redis Enterprise Docker Extension for local development and testing.

Solutions Architect
Aug 2018 – Nov 2020

Redis

- Reached 160% of ARR goal in 2020 and 110% in 2018, with the most net-new logos in the Americas. Architected Redis solutions, built proofs of concept, and guided customer HA and disaster recovery strategies across clouds.

EARLIER EXPERIENCE

Global Solutions Architect · TIBCO Software	2015–2018
Big Data Consultant · JetBlue Airways	2014–2015
Senior Specialty Developer · Delta Air Lines	2010–2014
Senior Consultant, Professional Services · TIBCO	2008–2010
Senior Developer · Delta Technology	2003–2008
Senior Developer · Cingular Wireless	2000–2003

TECHNICAL & FIELD EXPERTISE

Field practice Discovery, proofs of concept, technical demos, solution architecture

Languages Go, Java, Python, SQL, TypeScript

AI & agents MCP, LangChain, LangGraph, RAG, vector search, agent memory

Data systems CockroachDB, PostgreSQL, Redis, Kafka, Debezium, ClickHouse

Platforms GCP, AWS, Azure, Kubernetes, Docker, IBM LinuxONE and Power

WRITING, SPEAKING & RECOGNITION

Speaker at AWS re:Invent 2025, IBM Think, and IBM TechXchange. Co-authored the CockroachDB plugin launch article; published integration articles with Google's MCP Toolbox team and the IBM Community.

IBM Champion · Cockroach Labs President's Club (2026) · Redis CEO Award (2020) · Redis President's Club (2018, 2020, 2023).

EDUCATION

B.Sc. Mathematics and Physics · Deendayal Upadhyay Gorakhpur University