

Forward Deployed Engineer

Learn to turn a customer problem into a secure, working AI system
- from discovery and architecture to deployment, evaluation and handover.

THE WORK, NOT JUST THE TOOLS

01 Understand the customer

02 Build the right system

03 Prove it in production

LIVE, PRACTICAL, MENTOR-LED

Minimum 3 months

₹35,000 incl. taxes

Online across India / Bengaluru classroom option

01 / THE ROLE

Why forward deployed engineering?

An AI demo can look convincing while the real workflow remains unchanged. Enterprise delivery means understanding people, data, permissions, legacy systems and the measures that tell a team whether the solution works. A Forward Deployed Engineer (FDE) works close to that problem and stays accountable through adoption.

The FDE question

“What will the customer be able to do reliably after this goes live?”

A TYPICAL ENGAGEMENT**01****Discover**

Interview users, map the current workflow and define a measurable outcome.

02**Choose**

Compare a deterministic workflow, single agent and multi-agent design.

03**Build**

Connect the application to data, APIs, identity and human approvals.

04**Validate**

Test quality, safety, latency, cost and difficult cases before launch.

05**Operate**

Monitor the pilot, fix failure modes and hand over a usable system.

02 / MARKET SIGNALS

Why the role is gaining attention

The indicators below were published from 1 October 2026 onward. Survey findings describe respondents and expectations; job data describes postings, not confirmed hires.

INDIA / FDE SURVEY

88%

of surveyed enterprises expect their need for FDEs to grow by 2030.

CMR + Scaler, 23 Oct 2026

INDIA / SKILLS GAP

77% vs 19%

prioritise production deployment; 19% say candidates with that skill are available.

CMR + Scaler, 23 Oct 2026

INDIA / AI HIRING

+20%

year-on-year growth in AI/ML hiring in September 2026.

Naukri JobSpeak, 6 Oct 2026

US-BASED / GLOBAL COMMITMENT

\$100m

Anthropic commitment to train 10,000 Frontier Deployed Engineers by end-2027.

Anthropic, 2 Oct 2026

CMR survey: 1,000 software engineers and 200 enterprise technology decision-makers across eight Indian metros and selected Tier II cities. Anthropic's commitment is global, made by a US-based company.

03 / INDUSTRY VOICES

What leaders say the work requires

“Our job is to solve the customer’s problem to a standard we can stand behind in production.”

Colin Jarvis

Head of Forward Deployed Engineering, OpenAI / US / 22 Oct 2026

“The hard part is building that depth of talent, engineers with the highest level of AI fluency...”

Steve Corfield

Global Head of Business Development and Partnerships, Anthropic / US / 2 Oct 2026

“As AI moves from experimentation to enterprise deployment, the ability to translate technology into measurable business outcomes is becoming increasingly critical.”

Prabhu Ram

Vice President, Industry Research Group, CMR / India / 23 Oct 2026

FDE AND AI ENGINEER

AI Engineer: builds and evaluates AI capabilities within a product or platform. **FDE:** applies engineering across a specific customer environment, including discovery, integration, deployment, adoption and handover. In practice, the skills overlap.

04 / CURRICULUM

A 16-module learning path

Built around one client-scoped enterprise AI solution. Every block produces evidence you can explain: a decision, working system, test result or customer handover artifact.

PHASE 01

Discovery and engineering foundations

Weeks 1-5

01 FDE foundations and customer discovery

Discovery pack, success measures and pilot scope

02 Linux, networking and operations

Infrastructure inventory and health-check checklist

03 Python engineering fundamentals

Tested Linux health-check utility

04 Python APIs and integrations

Monitoring API with an operator review flow

05 Cloud, automation and deployment

Repeatable AWS / Docker / Terraform lab

PHASE 02

LLMs, orchestration and enterprise tools

Weeks 6-10

06 LLM foundations and Claude integration

Operational assistant and initial evaluation set

07 LangChain application development

Tool-enabled infrastructure assistant

08 LangGraph stateful orchestration

Approval-aware investigation graph

09 MCP fundamentals

Read-only Linux MCP server and test client

10 MCP enterprise integration

Linux, AWS and ServiceNow tool services

04 / CURRICULUM

From pilot to production

Tool choices serve the customer outcome. The capstone asks learners to compare simpler and more complex designs before selecting one.

PHASE 03

Knowledge, data and integrated workflows

Weeks 11-13

- 11 RAG and enterprise knowledge**
Permission-aware runbook assistant and retrieval evaluation
- 12 PostgreSQL, Redis and agent state**
Persistent execution, approval and audit records
- 13 Enterprise integration reference lab**
Linux / AWS / ServiceNow demo and feedback record

PHASE 04

Evaluation, operations and handover

Weeks 14-16

- 14 Application and agent observability**
Metrics, traces, logs, cost and agent dashboards
- 15 Production readiness and security**
Threat model, tests and go/no-go review
- 16 Client-scoped capstone**
Monitored pilot, UAT evidence and customer handover

CAPSTONE STANDARD

A customer brief becomes a measured pilot: discovery baseline, architecture choice, secure integration, evaluation, human approval for risky actions, observability, user acceptance and a documented handover.

05 / THE PEOPLE BEHIND THE PROGRAMME

About BuildAI Careers

BuildAI Careers is a Bengaluru-based training provider for working professionals. Our classes are live and practical: learners work through real engineering decisions, receive mentor feedback and practise explaining what they built. Across BAIC and individual 1:1 teaching experience, we have trained 100+ students.



Rahul Pandita

AI in Marketing mentor. Rahul brings 15 years in marketing and has built AI workflows for content, website quality and account intelligence.



Gaurav S

Lead FDE mentor and co-founder. Gaurav brings 15 years in enterprise technology, including AI, observability and prior roles at HCL, Accenture, HP and Wipro.

OTHER POPULAR COURSES

- 01 **AI Engineering**
- 02 **SIEM, Observability, Splunk**
- 03 **AI Marketing Engineer**
- 04 **Foundation Course for Non-IT, Beginners**

06 / PRACTICAL DETAILS

Frequently asked questions

01 How long is the course?

At least 3 months. Daily live batches run for 1 to 1.5 hours, with morning classes before 11 am and evening classes after 9 pm.

02 Do you offer weekend batches?

Yes. Weekend batches are available, usually for 2 hours or more on both Saturday and Sunday.

03 Who can join?

The FDE programme best suits existing IT professionals. For learners from a non-IT background, we recommend our 2-month foundation course first, covering Python, SQL, APIs and more.

04 What is the course fee and refund policy?

The fee is ₹35,000 including taxes, payable before the first class. If you withdraw before classes begin, 50% of the fee is refunded. No refund is available once classes have started.

05 Is it theory or practical work?

Both. The lab includes server access and limited paid model API usage, including Claude and OpenAI models. API use is subject to fair-use limits.

06 / PRACTICAL DETAILS

Support, format and next steps

06 Do you guarantee a job?

No. We provide job support: resume preparation, mock interviews, guidance for specific applications and referrals where we have relevant company contacts.

07 How many students have you trained?

More than 100 across BuildAI Careers and our individual 1:1 teaching experience.

08 How is an FDE different from an AI Engineer?

AI Engineers build AI capabilities within a product or platform. FDEs also work directly with a customer to frame the problem, integrate the system into that environment and support deployment and adoption.

09 Is the programme online or offline?

Classes are online. In-person classes are suited to learners in Bengaluru who can travel to our centre near Electronic City and Bommasandra.

TALK TO BUILD AI CAREERS

buildaicareers.com**WhatsApp +91 80070 73832**

Classroom: #52, Vakil Whispering Woods, Marsur, Anekal Taluk, Bengaluru 562106, Karnataka, India.