

# # Sunil Joshi



🚀 Engineering Director • Startup CTO • AI Leader | 20+ Years in Tech | 10+ Years in Startups

## Contact

✉ [yo@spopsy.com](mailto:yo@spopsy.com)

☎ [+91 9960509991](tel:+919960509991)

[in](#) [LinkedIn](#)

[G](#) [itHub](#)

## About Me

I'm a senior technology leader with **20+ years** in software engineering, including **10+ years** building and scaling products in fast-paced startups. I specialize in **full-stack product engineering, AI/automation, cloud architecture**, and leading high-ownership engineering teams.

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## Value Proposition

My focus is building lean, scalable, maintainable systems that solve real business problems – from modernizing legacy platforms to shipping new SaaS products end-to-end. I enjoy bridging tech + product, simplifying complexity, and enabling teams to deliver consistently through clean architecture and strong engineering culture.

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## Key Highlights

- Led the conception and delivery of **Wingman**, the aviation industry's first inflight AI chatbot for real-time passenger trip planning, showcased as an industry-first innovation at Aircraft Interiors Expo (AIX) 2025, Hamburg – April 8-10. [Link](#)
- Conceptualized and led the end-to-end LEO inflight connectivity platform, scaling deployments from **2 initial installations** to **50 firm aircraft commitments**, while designing real-time analytics dashboards providing actionable insights on connectivity performance, passenger usage, system health, and airline operational KPIs.
- Scaled AirFi platform to **309K+ flights** and **9.5M+ passengers**, supported by real-time analytics dashboards driving operational, product, and commercial insights.

- First engineering hire at Zay.works, played a pivotal role in scaling the organization to **25 employees**, establishing the engineering foundation, hiring pipeline, and team structure.

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## Professional Experience

### AirFi Aero – Engineering Director

2022 – Present

#### AI & Platform Innovation

- Led AI initiatives including **Wingman**, an inflight AI assistant for travel recommendations, operational support, and real-time passenger assistance.
- Designed and deployed AI-driven log analysis and predictive diagnostics, reducing incident triage time and improving operational reliability.
- Introduced LLM-based automation for QA workflows, accelerating test cycles and improving release confidence.

#### Technology & Delivery Leadership

- Owned technology roadmaps, quarterly planning, and OKRs, aligning engineering execution with business priorities.
- Modernized engineering workflows through CI/CD, automation, and observability, improving delivery velocity by **~40%**.
- Led and scaled distributed teams (**8-25 engineers**) across frontend, backend, QA, AI/ML, and DevOps.

### Zay.works – Lead Architect

2015 – 2022

- First engineering hire, played a key role in scaling the organization to **25 employees** by building the core engineering team and hiring pipeline.
- Architected the backend platform for **Zaycare**, enabling scalable, secure product delivery.
- Established engineering culture, standards, and processes, supporting sustainable growth and remote collaboration.

### FIS – Lead Developer

2009 – 2015

- Built and maintained enterprise-grade financial platforms, APIs, and system integrations for global clients.
- Collaborated with cross-functional teams to deliver secure, high-availability solutions in regulated environments.

### Mastek – Software Developer

2005 – 2009

- Contributed to enterprise application development using .NET and SQL Server.

- Gained strong foundations in software engineering, data modeling, and large-scale system delivery.
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## Technology Leadership & Platforms

- Scalable SaaS & Platform Architecture
  - Cloud-Native & Serverless Systems (AWS)
  - Data, Analytics & AI-Driven Products
  - Event-Driven & Distributed Systems
  - Security, Reliability & Cost Optimization
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## Domain Expertise

### Aviation & Inflight Digital Platforms

- Inflight Entertainment (**IFE**) and Connectivity Platforms, including content streaming, passenger engagement, and aircraft-integrated systems.
- End-to-end **Order-to-Seat (O2S)** digital solutions, optimizing passenger experience from booking through inflight service delivery.
- **AI-driven** analytics platforms for flight operations, passenger behavior, content performance, and service personalization.
- Next-generation **ADS-B** intelligence systems, enabling real-time aircraft visibility, anomaly detection, and predictive operational insights.
- **LEO-powered** inflight connectivity solutions, delivering ultra-low-latency, resilient communications for global aviation environments.

### Childcare & Education Technology

- Digital platforms for early childhood education, parent engagement, and caregiver collaboration.
  - Automation of daycare operations, including scheduling, attendance, billing, compliance reporting, and operational analytics.
  - Solutions aligned with **European childcare standards** and regulations, supporting scalability and regulatory compliance.
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## Education

Masters in Computer Application – Pune University