

Virbhadrasingh Chauhan

Bridging Business Problems & Technology Solutions



Engineering Leader with 14+ years of experience delivering customer-focused products that solve real-world challenges through cutting-edge technology. Skilled in deep-diving into customer needs, building scalable solutions, and mentoring engineers to excel, I thrive on driving impactful results in constrained environments and making informed, strategic decisions.

My domain expertise spans optimizing transportation network, account-based marketing, travel booking engines, and advanced data engineering, I've built enterprise-grade systems using microservices and micro frontends, enabling businesses to scale efficiently and adapt quickly to change.

An engineer at heart, I am committed to influencing technical direction, fostering collaboration, and driving data-driven strategies. I've delivered high-impact products from the ground up, driving billions in value while empowering diverse teams to innovate and thrive in a rapidly evolving landscape.

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📁 Work Experience

Software Development Manager

Amazon (June 2022 – Present)

- I am part of the mission to build a \$10B freight business, Amazon Shipping, by externalizing Amazon's transportation and logistics capabilities into a service that enables sellers to ship packages across 8 countries. I lead a cohort of teams, focused on optimizing first-mile transportation networks—moving packages from sellers' warehouses to Amazon facilities—with an emphasis on cost efficiency and streamlined freight movement.
- I lead a team of 23 full-stack engineers, including an SDM, managing solutions for warehouse configuration optimization, ML-powered seller volume forecasting and segmentation, route planning algorithms, and a simulation platform. I foster a high-performing, cross-functional team by driving career growth, mentoring the SDM to scale management capacity, and identifying future leaders.
- I shape the long-term strategic roadmap by aligning technical priorities with business goals. For the Simulation Platform, I proposed a Think Big initiative to achieve cost efficiency through data analysis and simulations, reducing planning gaps and uncovering cost-saving opportunities. I secured tech and product bandwidth from senior leadership and executed the idea, achieving multimillion annual cost savings year after year.
- I own critical metrics such as first-mile transportation cost, forecasting WAPE, and warehouse onboarding success rate. By partnering with Product and Operations teams, I communicate these metrics and their underlying trends to senior leadership during monthly and quarterly reviews, influencing long-term strategic planning.
- I collaborate with research scientists to develop and validate foundational ML models and work closely with product teams to define roadmaps and plan release cycles based on resource feasibility. By partnering with operations teams driving on-ground execution, I gather feedback to influence the product roadmap and incorporate operational insights. Additionally, I collaborate with partner teams handling other pickup and delivery use cases within Amazon Transportation to identify demand consolidation opportunities and drive the reuse of tech components.

Engineering Manager

Demandbase (September 2014 - June 2022)

- I led a team of 12 full-stack engineers focused on implementing a sales intelligence solution to identify high-potential accounts, enabling sellers to engage the right prospects and drive business growth. I managed multiple web and mobile applications built on Microservices and Micro Frontends architectures to ensure reusability across platforms. These applications integrated with over 10 CRM solutions, including Salesforce and Microsoft Dynamics, achieving bi-directional data synchronization at a scale of 5 million records per hour.

Senior Development Engineer

Pramati Technologies Private Limited (May 2014 – August 2014)

- Worked as part of the team who was working on revamping Dojo based product to AngularJs & created reusable widgets which can be used across the product.

Software Engineer

Verchaska: VE.Simplify Travel (January 2011 – April 2014)

- As part of the product division worked on various products targeting different areas of travel industry like Travel Business Intelligence, Travel Search Engine, Travel package Advertisement Portal, SBT (Self Booking Tool) or IBE (Internet Booking Engine) and Travel ERP solution.

🎓 Education

Master of Computer Applications

Savitribai Phule Pune University (2011)

Bachelor of Science (Electronics)

Veer Narmad South Gujarat University (2008)

🎯 Skills

Cross-functional Team Leadership

Mentoring/Coaching and Training

Conflict Management

Global Collaboration

Strategic Communications

Product Strategy

Roadmap Planning

Talent Management

Risk Management

Process Enhancement

Distributed Systems

Microservices Architecture

RESTful Web Services

Data Analysis

Business Metrics

JIRA/Asana

Machine Learning

White Labeling

Performance Benchmarking

Predictive Analytics

Agile Methodologies

👤 Domain Expertise

- Transportation Network Optimization
- Forecasting, Segmentation and Path Planning
- Prediction & Simulation Platform
- Account Based Marketing
- Targeting Sales Intelligence
- On-Demand Business Rule Engine
- Travel Business Intelligence
- Internet Booking Engine (IBE/SBT)
- Travel ERP & Back office