

# 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.

✉ [chauhanvirbhadrasingh@gmail.com](mailto:chauhanvirbhadrasingh@gmail.com)

☎ +91-9703638092

🌐 [virbhadrasingh.github.io/profile/](https://virbhadrasingh.github.io/profile/)

🌐 [linkedin.com/in/virbhadrasingh/](https://linkedin.com/in/virbhadrasingh/)

## 📁 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 comprising 23 full-stack engineers, including an SDM, 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 manage solutions that optimize warehouse configuration, resource utilization, and decision-making through advanced algorithms and machine learning models.

**Warehouse Configuration:** Services for setting up seller warehouses, including jurisdiction mapping, pickup schedules, warehouse capabilities, and vehicle eligibility.

**ML-Powered Forecasting and Segmentation:** Managing ML models for generating prediction like shipment and cube forecasts and developing seller segmentation strategies based on warehouse configurations, incoming volume patterns, and handover behaviors.

**Optimized Route Planning:** Managing path planning algorithms to create cost-efficient pickup routes with maximum vehicle utilization and traveling lowest possible distance.

**Simulation Platform:** Enables recommendations for optimal network configurations to minimize pickup costs and validate prediction and planning algorithms before launch.

- Collaborate with research scientists to develop and validate foundational ML models while working with product teams to define roadmaps and plan release cycles based on resource feasibility. As the leader of a cohort driving on-ground operations, partner with operations teams to gather feedback and influence the product roadmap to incorporate operational insights. Additionally, collaborate with partner teams handling other pickup and delivery use cases with in Amazon transportation to identify demand consolidation opportunities and drive the sharing and reuse of tech components across the organization.

### 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