

# Abhijeet Sinha

**Visionary Technology Executive with 20+ years of transformative leadership** at the intersection of product innovation and technical excellence. Proven track record of architecting scalable solutions, optimizing development processes, and building high-performing teams that consistently deliver business-critical outcomes. Seeking to leverage deep expertise in **Product Strategy, Enterprise Architecture, and Digital Transformation** to drive substantial growth and competitive advantage for forward-thinking organizations.

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<https://abhijeet-sinha.github.io/>



## PROFILE SUMMARY

- Strategic Pre-Sales Leadership:** Consistently exceed revenue targets through consultative technical leadership in cloud architecture, SaaS implementations, and advanced analytics solutions that directly address client pain points and business objectives
- Technical Expertise:** Master architect proficient in full-stack development with specialized expertise in ReactJS, complemented by extensive experience with C++, Python, and NodeJS for building scalable, enterprise-grade applications
- Business Growth Catalyst:** Delivered multiple revenue initiatives by translating technical capabilities into business value propositions, resulting in expanded market share and enhanced client relationships
- Client & Stakeholder Management:** Trusted advisor to C-suite navigating stakeholder environments to align technology investments with strategic vision and drive measurable business outcomes
- Product Innovation:** Architected and executed comprehensive product/service roadmaps that integrated emerging technologies, resulting in differentiated market offerings and competitive advantage
- Technical Team Leadership:** Cultivated high-performing engineering teams through mentorship, technical guidance, and strategic direction, delivering complex projects on time and within budget while maintaining exceptional quality standards
- Enterprise Solution Architecture:** Pioneered framework-driven approaches to solution design that balance performance, security, governance, and operational requirements while ensuring seamless integration with existing technology ecosystems



## CAREER TIMELINE (last 10 years)



## WORK EXPERIENCE

Since Nov'23 to Present with Fractal AI as Lead Architect

Jan'22 to Sep'23 with GreenArc Capital Pte. Ltd., India as VP of Engineering



## CORE COMPETENCIES

Product Development & Management

Agile & Scrum Methodologies

Software Architecture & System Design

Web & Mobile Application Development

DevOps & AWS Cloud Infrastructure

Artificial Intelligence & Machine Learning

Data Analytics & Insights

Cross-functional Collaboration



## SOFT SKILLS



## EDUCATION

- M.Tech. (Masters in Computer Science with specialization in Data Analytics)** from BITS Pilani, India in 2018
- B.E. (Bachelors in Electrical Engineering)** from University of Mumbai, India in 2001

Sep'18-Jan'22 with TrueNorth Funds LLP, India as Sr. Technical Architect

Jun'17-Sep'18 with Capgemini, India as Director Technical Architecture

Sep'15-Jun'17 with Infinity Labs, India as Technical Project Manager

Sep'13-Sep'14 with Symantec India Pvt. Ltd., India as Sr. Research Engineer

Jun'08-Sep'13 with Aditi Technologies Inc, USA as Sr. Software Consultant

May'07-Jun'08 with Sepco Group Inc, USA as Software Consultant

Jun' 03-Feb'07 with Grey Matter India Pvt. Ltd., India as Project Lead

Jun'01-Dec'02 with Morayanet Pvt. Ltd., India as Software Engineer



## KEY ACHIEVEMENTS

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- Spearheaded strategic accounts within Fractal's Cloud, Data and Tech division, elevating performance metrics and delivery quality that directly contributed to a **20% increase in client retention and revenue growth**.
- Provided architectural leadership and mentorship across multiple teams, resulting in the successful development and market launch of 3 innovative SaaS solutions that **generated \$2.5M in new revenue streams**
- Architected and implemented a comprehensive IT/Cloud security framework that **reduced security vulnerabilities by 75%**, orchestrating cross-departmental collaboration to establish robust network and application assessment protocols for enterprise systems.
- Developed and deployed a business-critical feature within 30 days that **delivered \$85,000 in cost savings** compared to vendor alternatives, while simultaneously optimizing development, DevOps, and SDLC processes that **reduced external consulting fees by 40%**
- Established and led a cross-functional mentorship program for senior software engineers, pre-sales teams, and ML experts that accelerated domain expertise development, resulting in 5 successful **data monetization initiatives worth \$1.2M**
- Strategically insourced multiple outsourced projects and services, delivering equivalent quality while **generating \$35,000 in direct cost savings** and building valuable in-house capabilities
- Identified and implemented critical software optimizations at Symantec that eliminated the need for hardware upgrades, **delivering \$40,000 in immediate cost avoidance** while **improving system performance by 35%**
- Developed a software interface for Union Pacific Railroad, integrating third-party biometric components from BIO-Key and **saving the company \$20,000** that would have been spent on purchasing from BIO-Key
- Designed and delivered a high-impact software component for Tideworks that **reduced vehicle planners' workload by 75%** (from 8-14 hours to 2-4 hours daily), which was subsequently commercialized as part of a solution package **generating \$50,000 in new revenue**

## PERSONAL DETAILS

**Date of Birth:** July 1978

**Address:** Navi Mumbai, Maharashtra

**Languages Known:** English, Hindi and Marathi

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