

Abhijeet Sinha

Accomplished Technology and Product Leader with over **20+ years** of experience, targeting leadership positions in dynamic organizations to leverage expertise in **Product Development, Software Architecture, System Design, and Team Management** for driving successful outcomes and contributing to company growth

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👤 CORE COMPETENCIES

Product Development & Management
Technology Leadership
IT Strategy & Roadmap Planning
Team Building, Leadership & 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

👤 PERSONAL DETAILS

Date of Birth: July 1978
Address: Navi Mumbai, Maharashtra
Languages Known: English and Hindi

🧠 PROFILE SUMMARY

- Result-oriented professional with **20+ years** of experience in the technology industry, focusing on **Product Development, Strategic Planning & Leadership and Software Development & Architecture**
- Currently serving as the Head of Engineering at GreenArc Capital, responsible for platform development, **technology team management**, and enhancing AI-based impact methodology
- **An ambassador of change with track record of successful business process restructuring**, implementation of business solutions in organizations through thought leadership and technical expertise
- **Interfaced with top management** for driving the change, enhancing the partnership, infusing innovative ideas, and taking enterprise system performance & productivity to next level
- Proficient in a wide range of technical skills, including **back-end development**, research engineering, and hands-on with modern technology stacks such as **C++, C#, Python, .Net, Node.js, Reactjs, JavaScript, SQL, Flask & Django**, and **AWS, GCP & Azure**.
- Expert with **Cybersecurity, AI/ML, Cloud Computing, Full Stack Development, and Data Engineering and Data Analytics**.
- Proven capabilities in engaging with **clients & stakeholder management** for evolving strategic vision, driving change, building **products/ services roadmap**, infusing novel ideas, implementing **emerging technologies**
- Extensive experience of **working with technical teams for executing projects** with focus on project coordination, documentation, business reviews and presentation
- Soft skills of **leadership, communication, and problem-solving**, enabling effective collaboration with C-level executives and cross-functional teams

👜 CAREER TIMELINE (Recent 5)



WORK EXPERIENCE

Since Jan'22 with GreenArc Capital Pte. Ltd., India as Head of Engineering

Key Result Areas:

- Leading the product roadmap and collaborating closely with C-level executives to drive strategic outcomes and business growth.
- Overseeing the development of the platform, managing the technology team, and enhancing AI-based impact methodology for improved decision-making
- Ensuring effective team management, strategic planning, and execution for successful project outcomes
- Planning & building IT Infrastructure at the enterprise scale involving selection of appropriate technology and products, negotiating with vendors, finalizing Service Level Agreements, outsourcing tasks, and directing the timely completion of projects
- Defining the strategies, information architecture and other technology directions for implementation and operations of client services, product support, quality assurance and training
- Achieving significant cost savings and enhancing product quality by restructuring the engineering process and redesigning the product
- Evolving strategies and execution roadmaps (for purchases, strict budget controls, IT infrastructure, security, disaster & business continuity plans)
- Devising & implementing IT strategies and business plans in line with the company's business plans, creating & implementing policies and procedures for all IT platforms.
- Preparing proposals, business presentations to clients and managing resource planning, technical direction, effort estimation, tracking, risk management & mentoring
- Spearheading change management: consistently meeting & exceeding SLAs and mentoring teams to deliver world-class performance; creating & implementing Business Continuity Plans
- Authoring information security policies, procedures, and guidelines, developing risk-based audit strategies, making use of the best practices and processes, communicating any of the applicable procedural changes impacted by within the business/ technology community.
- Heading complete portfolio of projects including budgeting, planning, vendor selection and execution of programs; formulating operating budgets to ensure optimum utilization of available funds towards the accomplishment of overall corporate objectives.
- Developing competency among the team members; managing appraisal process across the levels, conducting interviews to recruit the right talent & resources, and developing employee competency.

Highlights:

- Successfully built and grew the platform, leading to increased efficiency and effectiveness in the company's operations
- Enhanced AI-based impact methodology, resulting in improved decision-making and business insights.
- Fostered a collaborative and high-performing work environment, driving employee engagement and productivity.

PREVIOUS EXPERIENCE

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

Highlights:

- Bootstrapped the solution from scratch for the niche business process of Private Equity, ensuring seamless integration with existing systems.
- Implemented innovative software solutions to enhance product quality and achieve significant cost savings.
- Collaborated with cross-functional teams to ensure timely delivery and seamless project execution.

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

PROJECTS

- Employed strategic methodologies to identify and implement optimal software and hardware solutions aligned with enterprise **performance, security, disaster recovery, governance**, and support requirements, ensuring timely delivery.

- Designed secure and technically compliant Cloud solutions, along with value-based on-demand services, facilitating seamless project and program transition to adaptive cloud environments.
 - Mentored teams and provided architectural guidance, leading to the development and **implementation of innovative software solutions**, particularly in the SaaS domain.
 - Pioneered the establishment of an **IT/Cloud security framework**, driving collaboration among various departments and implementing robust network and application assessment programs for enterprise systems.
 - Successfully developed and deployed a critical feature within a month, saving significant costs compared to vendor quotes, and implemented efficient development, DevOps, and SDLC processes, resulting in **substantial savings in consulting fees** from vendor partners
 - Mentored senior software engineers, sales/presales, and ML experts to deliver domain-based insights and **drive data monetization activities**.
 - Led the design and implementation of highly available cloud architectures on AWS and Azure for enterprise customers, resulting in **enhanced reliability and scalability** for critical applications.
 - Designed and deployed a cloud-based data analytics platform on AWS, **significantly improving data processing speeds by 50% and reducing costs by 25%**
 - Successfully migrated on-premises workloads and databases to the cloud using AWS Database Migration Service, **ensuring minimal downtime and data loss**
 - Optimized cost and performance of cloud-based applications and infrastructure utilizing tools like AWS Cost Explorer and AWS Trusted Advisor, **achieving annual cost savings of \$300,000**.
 - Led the migration of the company's data center to the cloud, yielding a **substantial 30% reduction in IT infrastructure expenses**.
 - Provided training and mentorship to team members on cloud architecture best practices, resulting in a **20% increase in overall efficiency and productivity**.
 - Saved company expenses by completing and transitioning projects and services in-house instead of outsourcing, resulting in **cost savings of \$40,000**.
 - Identified and implemented software improvements at Symantec, avoiding the need to purchase new hardware and **saving approximately \$40,000** for the team.
 - 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 time-saving software component for Tideworks, reducing manual work for vehicle planners from 8-14 hours to 2-4 hours. The component was successfully sold as part of a package, **generating \$50,000 in revenue**.
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