Abhijeet Sinha

Accomplished Technology and Product Leader with **over 22 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

+91-8698942251

abhijeetsinha@gmail.com

https://www.linkedin.com/in/abhsin

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

👤 PROFILE SUMMARY

- Result-oriented professional with **22 years** of experience in the technology industry, focusing on **Product Development, Strategic Planning & Leadership and Software Development & Architecture**
- Currently serving as the VP 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 new 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 modern technology stacks such as **C++, C#, Python, .Net, NodeJs, and ReactJs**
- Successfully led strategic initiatives, driving business growth and cost savings through innovative software solutions and efficient team management
- Proven capabilities in engaging with **clients & stakeholder management** for evolving strategic vision, driving change, building **products/ services roadmap**, infusing new ideas, implementing **emerging technologies**
- Significant experience of **working with technical teams for executing projects** with focus on project coordination, documentation, business reviews and presentation
- Skilled in soft skills such as **leadership, communication, and problem-solving**, enabling effective collaboration with C-level executives and cross-functional teams

📊 CAREER TIMELINE *(Recent 5)*

2013-2014		2017-2018		Since 2022
Symantec India Pvt. Ltd.	Infinity Labs	Capgemini	TrueNorth Funds LLP	GreenArc Capital Pte. Ltd.
	2015-2017		2018-2022	

💼 WORK EXPERIENCE

Since Jan'22 with GreenArc Capital Pte. Ltd., India as VP 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

▦ 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

- Motivator
- Collaborator
- Analytical
- Planner
- Communicator
- Intuitive

🎓 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

- 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 TrueNorth Funds LLP, India as Sr. Technical Architect
Highlights:
- Defined the strategies, information architecture and other technology directions for implementation and operations of client services, product support, quality assurance and training
- Planned & building IT Infrastructure at the enterprise scale involving selection of appropriate technology and products, negotiated with vendors, finalized Service Level Agreements, outsourced tasks and directed the timely completion of projects
- Spearheaded change management: consistently met & exceeded SLAs and mentoring teams to deliver world-class performance; created & implemented Business Continuity Plans
- Headed complete portfolio of projects including budgeting, planning, vendor selection and execution of programs; formulated operating budgets to ensure optimum utilization of available funds towards the accomplishment of overall corporate objectives
- Authored information security policies, procedures and guidelines, developed risk-based audit strategies, made use of the best practices and processes, communicated any of the applicable procedural changes impacted by within the business/ technology community
- 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

💼 KEY ACHIEVEMENTS

- 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 like SOC2 and ISO 27001**, 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**

🎓 CERTIFICATIONS

- Impact measurement and management for the SDGs – Coursera
- Twice Band Score 8 – IELTS
- Prepare for the AWS Certified Solutions Architect - Associate (SAA-C03) Certification - LinkedIn

PERSONAL DETAILS

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