

# ABHIJEET SINHA

Visionary Technology Executive | Product Innovation | Technical Excellence

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## Professional Summary

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Accomplished 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.

### Core Competencies:

- **Strategic Pre-Sales Leadership:** Exceed revenue targets through consultative technical leadership in cloud architecture and SaaS implementations
- **Business Growth Catalyst:** Translate technical capabilities into business value propositions, driving market share expansion and client relationships
- **Client & Stakeholder Management:** Trusted C-suite advisor aligning technology investments with strategic vision for measurable outcomes
- **Product Innovation:** Architect product roadmaps integrating emerging technologies for differentiated market offerings and competitive advantage
- **Technical Team Leadership:** Build high-performing engineering teams delivering complex projects on time, within budget, maintaining quality standards
- **Enterprise Solution Architecture:** Pioneer framework-driven solution design balancing performance, security, and governance with seamless integration

## Professional Experience

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### Lead Architect | **Fractal AI**

*November 2023 - Present*

Spearheading strategic accounts within Fractal's Cloud, Data and Tech division, elevating performance metrics and delivery quality.

### VP of Engineering | **GreenArc Capital Pte. Ltd.**

*January 2022 - September 2023 | India*

Led engineering initiatives and technology strategy for the organization.

## **Sr. Technical Architect | TrueNorth Funds LLP**

*September 2018 - January 2022 | India*

Provided technical architecture leadership and solution design.

## **Director Technical Architecture | Capgemini**

*June 2017 - September 2018 | India*

Led technical architecture initiatives and client engagements.

## **Technical Project Manager | Infinity Labs**

*September 2015 - June 2017 | India*

Managed technical projects and team deliverables.

## **Sr. Research Engineer | Symantec India Pvt. Ltd.**

*September 2013 - September 2014 | India*

Conducted research and development for enterprise security solutions.

## **Previous Experience**

**Sr. Software Consultant** | Aditi Technologies Inc, USA (June 2008 - September 2013)

**Software Consultant** | Sepco Group Inc, USA (May 2007 - June 2008)

**Project Lead** | Grey Matter India Pvt. Ltd., India (June 2003 - February 2007)

**Software Engineer** | Morayanet Pvt. Ltd., India (June 2001 - December 2002)

## **Key Achievements**

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- Led strategic accounts at Fractal, driving 20% increase in client retention while architecting 3 innovative SaaS solutions that generated \$2.5M in new revenue streams. Built an internal accelerator powered by AI that increased development productivity by 50%
- Implemented comprehensive IT/Cloud security framework at GreenArc reducing vulnerabilities by 75% and achieving SOC 2 compliance in record 90 days, protecting \$500M in assets under management
- Architected and launched a comprehensive deal pipeline management platform for TrueNorth Private Equity from ground zero, which successfully evolved from an internal solution to a commercialized product
- Spearheaded digital transformation for a Fortune 100 financial services client, architecting cloud-native solution that processed \$2B+ in daily transactions while reducing infrastructure costs by 45% and improving transaction speed by 300%
- Architected core network monitoring platform for Reliance JIO's 4G rollout, handling 100M+ daily active users and enabling India's largest telecom launch, while reducing network downtime by 70%

- Pioneered automated testing framework that accelerated JIO's app deployment cycles from 6 weeks to 5 days, directly supporting their aggressive market capture strategy that acquired 100M subscribers in 6 months
- Developed patented algorithm for real-time security threat correlation that became core component of Symantec's enterprise security suite, contributing to \$10M in product revenue
- Delivered rapid business solutions including a 30-day feature deployment saving \$85,000 and a Tideworks component that reduced operational workload by 75% (from 8-14 hours to 2-4 hours daily), commercialized for \$50,000 revenue.
- Established cross-functional mentorship program accelerating expertise development across engineering, pre-sales, and ML teams, resulting in 5 data monetization initiatives worth \$1.2M.
- Streamlined operations by insourcing outsourced projects and optimizing SDLC processes, reducing external consulting costs by 40% while maintaining quality standards.

## Technical Skills

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### Current Skills:

AI modeling, GenAI and Agentic AI, RAG systems and vector databases, data visualization and BI tools

### Programming Languages:

ReactJS, C++, Python, NodeJS, Java, JavaScript, .NET

### Cloud & DevOps:

AWS, Azure, GCP, Docker, Kubernetes, CI/CD, DevOps practices

### Architecture:

Enterprise Architecture, Solution Architecture, Microservices, API Design, Agentic AI orchestration

### Methodologies:

Agile, Scrum, SDLC, Framework-driven development

## Education

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M.Tech. (Masters in Computer Science (WILP program) with specialization in Data Analytics)  
BITS Pilani, India | 2018

B.E. (Bachelors in Electrical Engineering)  
University of Mumbai, India | 2001