Ali Lotfi

Tech Lead at Omnicart

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About

Technical Team Lead specializing in cloud-native back-end systems with Python, Django, and Kubernetes. Proven in leading high-performing teams and delivering scalable, business-critical solutions. Recently expanded into AI technologies, integrating LLM-based agents to create innovative user experiences.

PROFESSIONAL EXPERIENCE

Technical Team Lead

Omnicart, Vancouver, BC, Canada · Remote

May 2024 – Present

- Led a **team of 5**, **tripling** per-developer output from **10** to **30** sprint points in 5 months through improved code reviews, branching, testing, and performance evaluations.

- Reduced infrastructure costs by **50%** through resource optimization, using **KubeCost** and manual monitoring to identify and merge redundant workloads, right-size Kubernetes resources.

- Migrated performance-critical services to asynchronous microservices, achieving **8×** higher throughput, and improved API response times by up to **25×** through query optimizations.

- Delivered AI-powered CRM capabilities by enriching and linking external company data with customer contacts, transforming it into the company's **primary revenue driver** and enabling onboarding of **5** new customers within the **first** month.

- Aligned technical strategy with business pivots in close collaboration with leadership.

Senior Back End Developer

Omnicart, Vancouver, BC, Canada · Remote

Oct 2022 – May 2024 (1 yr 8 mos)

- Developed and maintained scalable back-end systems on AWS using **Python**, **Django**, and **Kubernetes**.

- Collaborated with an international engineering team to deliver REST APIs and services that improved platform reliability and business scalability.

- Integrated with over **8** third-party service providers (including payments, delivery, and online ordering platforms like Stripe, Moneris, Google Food Ordering, Toast, and Square), enabling onboarding of more than **5,000** restaurants to expand user ordering options.

- Built an extensible wallet and payment system that adapted to evolving business needs, allowing seamless partner integrations and rapid feature additions.

SKILLS

Team Leadership · Django · Python · Kubernetes · Android · Java · Kotlin

EDUCATION

Bachelor of Science in Electrical Engineering

Sharif University of Technology, Tehran, Iran

Relevant coursework:

Design Patterns, Object Oriented Programming

CERTIFICATIONS

Small Businesses Management,

Sharif Advanced Technologies Incubator

May, 2016

LANGUAGES

English (Fluent)
Persian (Native)

Technical Lead
TomanPay, Tehran, Iran
Mar 2022 – Sep 2022 (7 mos)

- Led a small development team to enhance a high-speed funds transfer system across **10** banking APIs, enabling same-bank instant payouts through **predictive** balance distribution.

- Architected a new payment gateway and a **crypto** payment solution, exploring modern technology stacks to support future growth.

- Established documentation standards, improved task management, and strengthened **collaboration** with the product team to align technical priorities with business needs.

- Participated in developer hiring and onboarding to stabilize the team's capacity during rapid growth.

Senior Software Developer
Miare, Tehran, Iran
Nov 2016 – Mar 2022 (5 yrs 5 mos)

- Led the design and delivery of high-traffic features across **Android**, **Django**, **Go**, and **ReactJS** systems, handling more than **100K** requests per minute.

- Architected and developed the Miare courier application with **WebSocket** and **RESTful** APIs, improving the user experience for thousands of couriers.

- Built and nurtured a cross-functional **team culture**, driving collaboration, knowledge sharing, and rapid issue resolution during production incidents.

- Optimized performance and reliability of back-end services to scale with rapid business growth.

Software Developer
Arsh, Tehran, Iran
May 2015 – Oct 2016 (1 yr 6 mos)

- Designed and developed Grapefruit Antimalware and Privacy Advisor for Android, improving user security and privacy.

- Contributed to badoom.ir's web platform, implementing **authentication** and **data services** to support a seamless user experience.

- Architected and built Baadoom, a social media platform with a secure, multi-step **REST API** and **Django**-based back end, plus its **Android** client, delivered using the **Scrum** framework.

PROJECTS

Backend Consultant
Sindibad AI Travel Assistant
2025

- Architected and optimized an advanced **LLM-driven** conversational travel agent for flight and hotel bookings, supporting user preferences, passenger data, and payment flows.

- Integrated text and audio messaging with OpenAI **function-calling** tools, **voice-to-text**, and **vision** models for passport parsing (including **Azure AI** services).

- Delivered a scalable **async** Django back end achieving **5×** faster performance over the prototype while supporting complex multi-modal user interactions.