

# Anwin Joselyn

## Full Stack Engineer (*Frontend focus*)

Problem solver with an analytical and driven mindset. Dedicated to achieving demanding development objectives according to tight schedules and producing good code. Completely self-taught and able to find effective solutions to complex product requirements.

### EXPERIENCE

#### Playbook Software, Pune — Full Stack Engineer

April 2019 - PRESENT

- Developed the Idea behind Playbook - a Sales & Revenue Management software
- Created the Architecture for the web app
- Coded, tested and deployed back-end APIs on an Express/Node server on EC2 instance
- Designed, coded, tested and deployed front-end via Cloudfront/S3 written using Javascript & ReactJS
- Bug fixes, maintenance and further enhancements
- RDS Postgres Engine for persistent storage
- New version development with back-end on AWS-Serverless Microservices

#### sumHR Software, Pune — Head - Biz Dev & Renewals

April 2016 - January 2019

- Grew from a Senior executive role to a Management role
- Responsible for all incoming revenues
- Developed, deployed and maintained successful Sales strategies
- Grew company from 20+ customers to 400+ customers
- Helped plan and execute Customer Success program
- Developed complex Playbooks for Sales, Marketing, Renewal & Customer Success teams
- Involved in successful Series A funding
- Responsible for Target setting, breakup of revenue goals, reporting and complete Revenue Management
- Worked closely with the Product team in bringing out features
- Got direct access to development teams which later helped create Playbook software

Pune, (Remote OK)  
+91 96200 23555

[anwinjpb@gmail.com](mailto:anwinjpb@gmail.com)  
<https://myplaybook.in/>

### SKILLS

- ★★★★☆ Frontend Dev
- ★★★★☆ React
- ★★★★☆ JavaScript
- ★★★★☆ HTML & CSS
- ★★★★☆ AWS-Serverless
- ★★★★☆ Node.js
- ★★★★☆ Express.js
- ★★★★☆ RDBMS
- ★★★★☆ REST APIs
- ★★★★☆ React-Bootstrap
- ★★★★☆ AntD

### SHOWCASE

**Kanban View** - HTML5 DND

**WYSIWYG Rich Editor** using Draft.js for **Task Management**

**WYSIWYG Rich Editor** to create **Email Templates**

**Parse CSS** Upload css files and parse with Papaparse to upload data to CRM

**Charts** with react-vis & Antd-Charts for statistics

**Timeline View** to show tasks and interactions in CRM

**Stripe Integration** for billing in CRM

**Image Crop** for profile pics

## **Greyp Software (greytHR), Bangalore — Manager - Channel Development**

May 2013 – October 2015

- Planned and developed Channel Partners in Tier – 1 and Tier – 2 cities in India and drove sales through partners.
- Responsible for South, North and East regions
- Opened new markets in new cities with help of reselling partners
- Achieved targets through partner contribution
- Identified, recruited, trained and managed the right partners
- Monitored and measured performance of Channel Managers and Partners on weekly / monthly basis and provided positive reinforcement as required
- Identified useful conferences / events in partner active cities and generated leads for partners
- Collaborated with direct sales teams, implementation and support teams, billing and accounts team on a daily basis
- Helped partners plan their targets, strategies, campaigns and put in action their business plan

### **Social Profile**



[LinkedIn](#)



[Twitter](#)



[Blog](#)

## **Indiblogger.in, Bangalore — Director**

July 2007 – March 2013

- Helped create a vibrant blogger community in India
- Hosted monthly blogger events across major cities
- Managed the online community via Indiblogger.in
- Brought in sponsors like Microsoft, Hindustan Unilever etc for events
- Helped create first Blogger awards in India
- Involved in Product idea & design

### **EDUCATION**

## **Madurai Kamaraj University, Madurai — Bach. Engg. (CS)**

July 1997 – April 2001

- Computer Science graduate
- Did well in C programming
- Project in ASP web development (before .Net)
- Found Neural Networks & Artificial Intelligence one of the most interesting subjects

### **COURSES**

## **Web Development Pro — Codecademy**

October 2018 – February 2019

HTML, CSS, Javascript, React, Node.js, SQL, TTD