

# Rahul Sharma

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## SKILLS

### PROGRAMMING

Python • TypeScript • SQL • Ruby  
Shell • C++ • gRPC

### FRAMEWORKS

ReactJS • NextJS • Ruby on Rails  
Django

### DATABASES

MySQL • MongoDB • Redis

### INFRA & TOOLS

AWS • Docker • Terraform • Jenkins  
• Kafka • OpenSearch

## PROJECTS

### SAIL QUEST EXPLORER

ENGINEERED A MULTI-AGENT AI  
QUERY SYSTEM FOR INTUITIVE  
EXPLORATION OF 1 LAKH+ SALES  
CALL TRANSCRIPTS, ENHANCING  
DATA-DRIVEN DECISION MAKING.  
Tech Stack: Python, AWS, Claude,  
OpenAi

### LEAD RANKING SYSTEM

IMPLEMENTED ML-BASED LEAD  
RANKING SYSTEM, BOOSTING LEAD  
TO PAYMENT CONVERSION BY 2%  
FOR CHURNED LEADS.  
Tech Stack: Python, ML, AWS

### LOAD TESTING FRAMEWORK

DEVELOPED AN IAC-BASED LOAD  
TESTING FRAMEWORK USING AWS,  
DOCKER, AND TERRAFORM,  
IMPROVING SYSTEM RELIABILITY.  
Tech Stack: Python, Docker, Terraform

## EDUCATION

### CHANDIGARH UNIVERSITY

B.Tech in Computer Science  
Jun 2023 | Chandigarh, India  
CGPA: 8.57 / 10.0

### DC MONTESSORI

Senior Secondary  
May 2019 | India  
Percentage: 92.5%

### AMRAVATI VIDYALAYA

Secondary  
May 2017 | India  
CGPA: 10.0 / 10.0

## EXPERIENCE

### SCALER/INTERVIEWBIT | SOFTWARE DEVELOPMENT ENGINEER II

Jan'25 - Present (SDE 2) | Jun'23 - Dec'24 (SDE) | Jul'22 - Jun'23 (intern)

- Led development of **Sail Quest Analysis Pipeline**, implementing production-grade infrastructure and ETL pipelines for organization-wide access, powering Business MIS for leadership with **1 lakh+ monthly calls analysis**.
- Engineered **Mimir: CRM x Redshift ETL Pipeline**, saving **\$440 monthly** through custom in-house solution, implementing Kafka consumers for DML events and transformed data ingestion, successfully replacing Hevo with optimized in-house solution.
- Designed and implemented **Sail Quest API Microservice** in Python using **gRPC** protocol, and a **ROR gem** to go with it as a client, transforming legacy S3-based architecture into a scalable, distributed system.
- Successfully migrated **in-house proctoring** library from vanillaJS to **ReactJS**, enabling rapid development cycles and enhanced UX capabilities for improved assessment monitoring.
- Developed **Sail Extension**, an AI-powered tool for **real-time call transcription** and analysis, generating **tailored sales strategies** and improving conversion rates by **10%** across verticals.
- Engineered **ETL pipelines** for LSQ Clone database and Webengage Data to **Redshift**, unlocking data analytics capabilities.
- Designed **Maxwell submissions infrastructure** with API gateway and ECS integration for streamlined submission processing.
- Contributed to the implementation of **MySQL upgrade** for the production database from 5.7 to 8.0, resulting in cost savings of over **\$2500 per month**.
- Led **Lead Ranking System** project, implemented ML-based Lead Ranking system, boosting Lead to Payment conversion by **2%** for churned leads. **Adding in extra 70 lakhs in total revenue**.
- Implemented **DMS Pipeline for MySQL to Redshift Data Ingestion**. Integration and set up production read replica for analytics, improving data accessibility.
- Configured **Auto Scaling Groups (ASG)** for production instances along with shifting to **100 spot** instances, reducing cost by **80%** while keeping the same level of system reliability with proper **spot interruption alerts**.
- Involved in **cost optimisation** initiatives on the AWS front, saving **\$4,300/month** through Reserved Instances, S3 tiering, and cleanups.
- Established Redshift Workload Management (**WLM**) **multi queue setup** for optimizing **query performance** and **decrease load** during peak hours.
- Implemented **Materialized Views** for Redshift queries, significantly **improving query response times**.
- Spearheaded AWS account migration of about **22 accounts** to Ingram vendor **saving 14% per year in cost**.
- Led **Scaler Blog Infrastructure** development, increasing organic growth by **48%** and reducing costs by **20%** using ECS Cluster Setup.
- Maintained **99.99% system availability** through proactive monitoring and rapid issue resolution as one of 4 **Sys-Admins**.

### HIGHRADIUS | SOFTWARE DEVELOPMENT ENGINEER INTERN

January 2022 - May 2022 | Bhubaneswar, India

- Engineered an AI-powered Admin interface that predicted accounts receivable dates with **97% accuracy**, reducing DSO (Days Sales Outstanding) by **15%**.
- Contributed to a **12% increase** in on-time payments through improved prediction and communication capabilities