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 • LangChain

PROJECTS

MULTI-AGENT QA TEAM
Architected a hierarchical team of AI agents that collaborate to perform end-to-end website exploration, automatically mapping user flows and generating Playwright tests.
Tech Stack: Python, AI/ML, Playwright, AWS

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

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%

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.
- Led security enhancement initiative by **migrating production RDS** from unencrypted to **encrypted data at rest**, significantly improving data protection and security posture.
- Spearheaded and AWS account migration of about **22 accounts** to Ingram vendor **saving 14% per year in cost** along with compliance efforts, leading cloud infrastructure updates on AWS to achieve **ISO 27001, GDPR, and SOC 2 certifications**, ensuring regulatory compliance and enhancing customer trust.
- 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**.
- Led **Scaler Blog Infrastructure** development, increasing organic growth by **48%** and reducing costs by **20%** using ECS Cluster Setup.

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