

MANI RAGHAVAN

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Senior Solutions Architect | SaaS & Supabase | Scaling Multi-Tenant Platforms |
Researching AI Adaptation & Governance | PhD Candidate

PROFESSIONAL SUMMARY

Senior Solutions Architect with **30+ years of experience**, specializing in **modern SaaS architecture since 2021**. I combine decades of industry expertise with a tech stack of **React, Next.js, Python (Django/FastAPI), and Supabase (PostgreSQL)** to build scalable, secure platforms. Currently pursuing a PhD focused on **AI Adaptation and Governance**.

Proven experience designing and delivering **customer-facing, multi-tenant SaaS systems** and database schemas for **vector/AI**, leading technical discovery, onboarding **enterprise (B2B) and public sector (G2C) customers**. A mentor and technical leader delivering enterprise **analytics, planning & budgeting, and GRC solutions** for **Oracle & SAP** customers, with a strong background in database-centric architecture, API-driven systems, and developer platforms, combined with deep business, pre-sales, and **customer success experience across EMEA**.

CORE Competencies & Strategic Expertise

Modern SaaS & AI	Enterprise Architecture	Strategic Leadership
<i>React, Next.js, FastAPI Python (DRF/FastAPI) PostgreSQL, Vector/AI Supabase & Dev Ops</i>	<i>Multi-tenant SaaS Design ERP Lifecycle Design & Build Cloud Migration & DR GRC & Analytics (SAP/Oracle)</i>	<i>Technical Discovery & Pre-sales EMEA Regional Delivery Mentorship & Team Building B2B / G2C Onboarding</i>

RECENT HANDS-ON SAAS & PLATFORM PROJECTS (2021 – PRESENT)

Government Vehicle Testing & Certification System

React, Python (Django), PostgreSQL

- Architected and delivered mission-critical applications for a government authority.
- Designed secure role-based access, audit trails, and reporting workflows.
- Led full-stack development, PostgreSQL schema design, and API integrations.

Custom ERP SaaS Platform (CRM, Sales, POS, Procurement, Inventory, Accounts, HRMS)

React, Python, Django Admin, PostgreSQL, Supabase

- Designed and built a **multi-tenant ERP SaaS platform using Supabase** for authentication and backend services.
- **Architected** hybrid PostgreSQL schemas to support high-throughput transactions and vector-based reporting.
- Led customer onboarding, solution customization, and technical demonstrations.

Partnership & Investment Portal

Next.js, Python (FastAPI), Neon (PostgreSQL)

- Built a scalable partner ecosystem platform connecting Channel partners & vendors, founders & investors.
- Implemented a robust **FastAPI security stack** featuring **JWT-based authentication, password hashing (Bcrypt)**, and **granular RBAC** for secure API-driven access.

Agentic AI SaaS Applications (Ongoing)

React, Python, FastAPI, Supabase

- Designing AI-driven SaaS workflows integrating LLM-based agents (phase-1) with structured PostgreSQL data. Phase-2 will have specialist proprietary models (SLM).
- Focused on automation, orchestration, and customer-configurable workflows.

TECHNICAL LEADERSHIP & CONSULTING EXPERIENCE (2012–Present)

Multiple Companies — Senior Technical & Solutions Leadership

- **Designed full ERP lifecycle** across diverse industry domains on SaaS platform.
- **Led customer-facing technical discovery** to bridge the gap between business requirements and scalable SaaS implementations.
- **Empowered cross-functional teams** through technical mentorship, focusing on modern engineering standards and domain-specific best practices.
- **Navigated complex ecosystems** (Oracle JDE/EBS, SAP) to deliver integrated data analytics, planning & budgeting, and GRC solutions.

HEAD OF IT — PETROCHEM GROUP (1997–2012)

- **Digital Transformation:** Spearheaded full-lifecycle ERP implementations, managing the successful transition of three major Oracle/JD Edwards versions (B733 to E1 9.1).
- **Infrastructure Modernization:** Orchestrated zero-downtime physical-to-virtual datacenter migration, establishing a phased cloud strategy and Disaster Recovery (DR).
- **Operational Growth:** Developed and scaled internal application suites that improved operational efficiency and supported the group's expansion into new markets.

EARLY CAREER (SUMMARY)

Software Engineer → Instructor → Sales Engineer → IT Manager

Strong foundation in programming, databases, customer-facing roles and IT management

EDUCATION

- Pursuing **PhD in AI Adaptation and Governance**
- **MBA**, Heriot-Watt University, UK
- **Post Diploma in Computer Science**, Madurai Kamaraj University
- **Diploma in Mechanical Engineering**, Thiagarajar Polytechnic