NIKHIL SINGHAL

CTO | VP ENGINEERING | HEAD OF PRODUCT - BUILDER OF PRODUCTS, TEAMS AND ORGANIZATIONS THAT SHIP

(206) 226-2722   nikhilsinghal@hotmail.com   https://www.linkedin.com/in/nikhilsinghal/   Seattle, WA

SUMMARY

- **Technology executive with dual CTO and Head of Product experience**. Led engineering and product organizations from 5 to 200 people across PE-backed startups and Fortune 500 companies including Expedia, T-Mobile, Microsoft, AT&T.
- **Product vision and strategy**: Technology strategy that delivers measurable customer value. Customer-driven approach - every technical decision starts with user impact; every roadmap prioritizes outcomes over features.
- **Builder who still ships**: Designed and deployed ScreenTrades.ai in 2025 - an AI-powered trading platform built from scratch (React, FastAPI, Claude AI). Hands-on with architecture, code, and infrastructure.
- **Proven outcomes**: $45M annual savings (Expedia VRBO integration), 400% operational efficiency (Tour Guy AI platform), 300% ARR growth from $1M to $4M (Imperative).
- **Deep technical foundation**: Cloud architecture (AWS, Azure, GCP), microservices, AI/ML integration, enterprise and API platforms. Background across fintech, telecom, travel/hospitality, B2B SaaS, e-commerce, IoT, green energy.
- **Leadership philosophy:** Hire smart people, remove obstacles, enable high quality delivery. Leads with transparency, curiosity, and empowerment. 114 LinkedIn recommendations from peers, reports, and executives speak to impact.

WHAT OTHERS SAY

"Nikhil's superpower was his partnership with sales - he built trust and was always quick to jump on any customer need. He was key to growth of our accounts." **- Aaron Hurst**, CEO, Imperative (LinkedIn Top Voice, Founder of Taproot)

"His teams appreciated his focus on delivery over status meetings and finding the right projects for his strong performers to work on that would challenge them. Not surprisingly, his teams really liked working with him." **- Andrew Verprauskus**, VP Technology, Expedia Group

"One of the best managers I've ever had in my thirteen-year career. He has solid technical knowledge, both broad and deep, and isn't afraid to roll up his sleeves to help when needed." **- Wes Greene**, Team Builder & Technology Leader

PROFESSIONAL EXPERIENCE

FOUNDER & CTO | ScreenTrades.ai | Feb 2025 – Present
Built an AI-powered trading analysis platform that reduces stock research from 30-60 minutes to seconds.
- Platform aggregates 20+ real-time data APIs and delivers BUY/HOLD/SELL recommendations with confidence scores, entry/exit points, and transparent reasoning
- Shipped 5 core features: AI Advisor, multi-variant analysis (3 risk profiles), stock screener, market discovery dashboard, performance tracking
- Live at screentrades.ai - shipped 20+ iterations in 6 months, driven by user feedback

ENGINEERING LEAD (CONTRACT) | T-Mobile | Feb 2025 – Jan 2026
Led integration of Metro by T-Mobile into the T-Life mobile app - a major platform consolidation initiative.
- Built and led 40-person engineering team across mobile, backend, and QA
- Drove architecture decisions and coordinated cross-functionally with product, design, and business stakeholders

TECHNICAL ADVISOR | Self-employed | Oct 2023 – Feb 2025
Advised early-stage startups (Seed to Series A) on technical strategy, cloud architecture, and product roadmap. Engagements included due diligence for investors, architecture reviews, and CTO coaching.

CHIEF TECHNOLOGY OFFICER | The Tour Guy / The Roman Guy | Mar 2023 – Oct 2023

Architected the company's technology strategy and engineering for AI-driven product transformation - advanced e-commerce, personalization, and operational efficiency across web and mobile.

- Built the **Personalization® travel platform** and AI-powered **travel planning assistant** - NLP, ML models, real-time weather and events integration driving tour selection, customized itineraries, and revenue growth
- Enhanced platform **with predictive recommendations** and **dynamic tour group matching** - analyzed customer data, sentiment, and travel trends to surface hidden destinations and pair travelers with compatible groups
- **Improved operational efficiency by 400%** through AI-based dynamic pricing (real-time demand, competitor pricing, availability, weather) and fraud detection systems integrated with payment processors

CHIEF TECHNOLOGY OFFICER & HEAD OF PRODUCT | Imperative Group | Mar 2020 – Mar 2022

Led Product and Engineering for enterprise peer coaching SaaS – converted a proof-of-concept to an enterprise product.

- **Grew ARR 300% from $1M to $4M** - scaled platform to 20+ enterprise customers including Microsoft and Hasbro, thousands of active users
- **Architected ML/AI coaching platform** combining behavioral science, network analysis, and data analytics - **improved scalability by 400%**, supporting 4x user growth without additional infrastructure
- **Tripled engineering and product team size** - built first in-house team, transitioned from external vendors, defined product strategy and roadmap, delivered board updates that secured continued Series funding
- Architected data infrastructure and drove SOC II compliance for enterprise security requirements

SENIOR DIRECTOR OF TECHNOLOGY (INTERIM) | Expedia Group | Sep 2018 – Mar 2020

Led Lodging Platform Integration and Experience group - B2B SaaS platform connecting Expedia with lodging suppliers.

- Led **VRBO systems integration** into Expedia Lodging - one of the largest platform consolidations in the group leading to an annual savings of over **$45MM**
- Scaled 3rd-party supplier network from **28 to 75** via API platform and dev Portal - **300% increase** in real-time inventory, expanding Expedia's lodging catalog
- Reduced supplier onboarding from **180 days to 35 days** - accelerated partner acquisition, lodging inventory, improved supplier satisfaction and customer experience

DIRECTOR OF DIGITAL TRANSFORMATION | Hitachi Consulting | Jan 2014 – Jun 2018

Led Cloud Transformation, Agile, and DevOps practice. 200+ engineers across multiple Fortune 500 engagements. Drove **$100M+ in delivery revenue, $200M in digital product sales.**

- **Microsoft:** Led 80+ person team delivering OEM Platform tools; led 20+ person team building multi-billion-dollar retail planning system
- **NWEA:** Director of Software Engineering (150+ team) building scalable education testing platform; also led Product Management defining next-gen roadmap
- **Additional engagements:** Toyota Financial Services (60+ team, agile transformation), Rabobank NA (50+ team, regulatory reporting), Trupanion (30+ team, claims processing)

PLATFORM ARCHITECT | AT&T | Feb 2013 – Jan 2014

Architected **AT&T's developer API platform** for scale - geo-redundancy, security, and cloud performance. Drove platform adoption and growth across external developer ecosystem.

DIRECTOR OF ENGINEERING | GridPoint Inc. | Sep 2012 – Feb 2013

Led 60+ person agile team building **energy management SaaS platform** - IoT system with real-time data storage, analysis, and reporting. Scaled to **100M+ messages per hour**.

CTO | Zaprica Inc. | Nov 2011 – Jul 2012

Architected **end-to-end content collaboration platform** - cloud backend, API layer, web and mobile front-ends.

VICE PRESIDENT, ENGINEERING | Groundspeak | Dec 2008 – Nov 2011

Led all engineering for geocaching.com - location-based platform with **5M+ users worldwide**. Owned architecture and execution for all software products, backend infrastructure, and internal tools.

- Built engineering team from ground up to **50+** - established culture of ownership, innovation, and empowerment. Direct reports went on to senior leadership (current Head of Engineering was on this team)
- Launched **mobile apps (iOS/Android) and public API** - extended platform to global developer community, drove **30% year-over-year revenue growth** through technology vision aligned with business strategy
- Bridged engineering and marketing - praised by COO for eliminating cross-functional communication gaps

SOFTWARE ARCHITECT | OpenText (Captaris) | Nov 2007 – Dec 2008

Architected enterprise imaging, faxing, and workflow solutions. **Retained million-dollar accounts** by leading Project Confidence - a turnaround initiative delivering critical platform stability.

PRINCIPAL DEVELOPMENT MANAGER | Telspace | Apr 2007 – Nov 2007

Built Mobile Platform web services for **MVNO/MVNE telecom operations**. Won multiple new contracts by delivering carrier-grade APIs and integration solutions.

DEVELOPMENT LEAD | Microsoft | May 2003 – Apr 2007

Led engineering initiatives across Windows Live, Global Foundation Services, and Commerce Server - building high-scale applications serving millions of users. Awarded **Microsoft Gold Star** for exceptional performance.

- **Windows Live Spaces:** Drove 7 releases championing agile development. Increased Live Search share by **30 million ad queries per day**
- **Global Foundation Services:** Led agile team of FTEs and vendors building high-scale infrastructure for Windows Live
- **Commerce Server:** Built automation tools and reporting frameworks for business intelligence initiative

EARLY CAREER | 1996 – 2003

Divine Inc. (Senior Software Engineer) - led global teams (US, India, Japan) building Transact e-commerce platform.
Digital Equipment Corp. (Team Leader) - led distributed teams developing Apple Mac e-mail client. **VeriFone** (Software Engineer) - built payment terminal communication protocols.

TECHNICAL EXPERTISE

Cloud & Infrastructure: AWS, Azure, GCP - certified AWS Solutions Architect, Developer, SysOps Administrator
Architecture: Microservices, Kubernetes, Docker, SOA, API design, enterprise integration patterns
Languages & Frameworks: .NET, Java, Python, TypeScript, React, Node.js, FastAPI
Data: PostgreSQL, SQL Server, MongoDB, Cassandra, Hadoop, real-time analytics
AI/ML: Claude AI, LLMs, NLP, predictive analytics, ML model integration
Mobile: iOS, Android, React Native

EDUCATION

Harvard University - Graduate Studies, Distributed Computing and UNIX System Programming
Bangalore University, India - B.S., Computer Science & Engineering (Top 1% of class)

HONORS AND CERTIFICATIONS

Patents: Protecting Non-Adult Privacy in Content Page Search · Metadata for Searching Within First Degree Contacts · Collaborative Content Publishing
Certifications: Certified SCRUM Professional, SCRUM Master, SCRUM Product Owner · Kanban and Lean Development
Awards: Microsoft Gold Star · Microsoft Above & Beyond · Expedia Leadership Academy Coach & Innovation Mentor