Shubham Kumar Oin

Founding Engineer | RevFx (Prev. ActHQ)

August 2022 - Present

Joined as a founding member to build the system grounds-up.

- Built a multi-turn chatbot for Sales reps using Langgraph.
- Hosted Snowflake model on Modal to generate batch embeddings on H100 GPUs.
- Hosted open-source reasoning models (Qwen & Deepseek-V3) using vLLM & llama.cpp to optimize costs & reduce dependency on one specific reasoning model.
- Setup VectorDB+RAG on Azure Infra to provide answers to real-time questions.
- Built a meeting bot with real-time transcription to be used by frontline sales reps.
- Setup ELT pipelines using Airbyte & Airflow to consume data from heterogeneous sources e.g. Salesforce, Hubspot, Gmail, Google Calendar etc.

Platform Architect | G2 Inc

Dec 2018 - April 2022

Joined as Platform Architect in G2 as part of the acquisition process.

- Built the integration of Netsuite ERP with G2 Track from grounds-up, which proved to be a significant revenue driver for the business. Solution proved to be pivotal due to a configuration-driven approach to handle scale issues.
- Led the effort to build an entity-layer to have an integrated feature experience by gathering data from ERP systems, CRM systems, Banking systems, Expense management systems & SSO systems.
- Mentored the Infrastructure engineers to close gaps between Engineering & DevOps.

Engineering Lead | Siftery Inc

Feb 2015 - Dec 2018

Joined as one of the founding members in Siftery & worked closely along with the technical co-founder to build & grow the team from 2 to 25 members. I was primarily responsible for leading the backend team.

- Architected & built Siftery Track (later renamed to G2 Track) from scratch with an initial 3-member team. The application lets customers connect their financial and SSO systems to get insights on optimizing their SaaS spend.
- Led a 6-member team to power the data for Siftery Discover (G2 Stack). The backend for this application is powered by a distributed crawler built on the AWS stack.
- Stepped up as DevOps engineer for provisioning infrastructure through Terraform & Chef.

Software Engineer | Microsoft India R&D Pvt. Ltd.

July 2012 - Jan 2015

Joined Microsoft as a Software Engineer fresh out of college where I worked in different teams ranging from Bing (AppEx Sports), BizTalk Server & Master Data Management. Technology stack used were primarily C# & .NET

Tools & Technologies

[MCP Server, Langraph, vLLM, llama.cpp] [Typescript, Node, Python, Ruby] [Terraform, Docker] [AWS, Azure] [Temporal, Airflow, Airbyte] [Postgresql, Redis, DuckDB, Quickwit]