

# MANISH PRAJAPATI-Startups

**Full-Stack Backend Engineer | Startup Growth & Innovation | 10+ Years Building 0→1 Products**

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📍 New Delhi, Delhi | 🎯 Seeking Senior/Lead Engineer roles in High-Growth Startups (India & Global)

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## PROFESSIONAL SUMMARY

Versatile Full-Stack Engineer with **10+ years** building **products from scratch** in fast-paced startup environments. Expert in **rapid prototyping, MVP development, and scaling systems** from zero to millions of users. Proven track record of **reducing costs, improving efficiency by 95%**, and leading cross-functional teams in **fintech, enterprise, and consumer tech** domains.

**Startup Superpowers:** 0→1 Product Development • Rapid MVP Building • Cost Optimization • Cross-functional Leadership • Fintech Expertise

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## TECHNICAL EXPERIENCE

**Technical Lead | SRS Live Technology (Startup) | Sep 2024 - Present**

### Building Fintech Infrastructure from Ground Up

- **Built fintech product processing 3M+ daily transactions** with minimal infrastructure costs using optimized architecture
- **Reduced system response time by 95%** (3000ms → 150ms) enabling real-time user experience critical for product adoption
- **Eliminated expensive third-party dependencies** saving \$50K+ annually by building in-house fraud detection system
- **Led 4-person engineering team** in fast-paced startup environment with weekly feature releases
- **Implemented full-stack security** with AWS encryption ensuring compliance for financial product launch
- **Drove database strategy** migrating from MySQL to PostgreSQL improving performance

## Manager | EY Global Delivery Services | Aug 2023 - Sep 2024

### Enterprise Product Development for Global Startups

- **Led product development teams** building SaaS tools for startup clients including Fidelity International and Macquarie
- **Delivered Self Service Portal MVP** in 3 months enabling technical teams to manage enterprise tools autonomously
- **Built workflow automation platform** reducing manual operations by 80% for client's internal processes
- **Managed full product lifecycle** from ideation to production deployment serving thousands of global users
- **Cross-functional collaboration** with design, product, and business teams ensuring rapid iteration and user feedback integration

## Senior Software Developer & Acting Tech Lead | MCM Fintech Startup | Mar 2020 - Jul 2023

### Pioneering Fintech Product Innovation

- **Built first-ever trigger-based fintech platform** revolutionizing debt collection industry with 80% automation
- **Led 5-engineer team** developing MVP that became core product generating \$2M+ annual revenue
- **Designed scalable architecture** handling complex financial workflows with real-time processing capabilities
- **Drove technical hiring** and mentored 8+ junior developers establishing engineering culture and best practices
- **Implemented agile development** with 2-week sprint cycles ensuring rapid feature delivery and user feedback integration
- **Optimized system performance** reducing processing time from hours to minutes improving customer satisfaction significantly

## Software Developer | Paxcel Labs (Product Startup) | Oct 2016 - Jan 2018

### Rapid Product Development for Global Markets

- **Developed real-time alert system** for stock market analysis serving traders in emerging markets
- **Built scalable data processing engine** handling thousands of concurrent users with minimal infrastructure
- **Implemented responsive frontend** using modern JavaScript frameworks ensuring mobile-first user experience

- **Collaborated with international teams** (Cameroon) adapting product for local market requirements and regulations


## System Engineer | Infosys (Digital Transformation) | **Dec 2014 - Sep 2016**


### Large-Scale Product Migration & Innovation


- **Led critical product migration** during Kotak-ING bank merger affecting millions of users with zero downtime
  - **Optimized legacy systems** improving performance by 60% while reducing operational costs
  - **Developed automated migration tools** reducing manual effort by 90% and accelerating project delivery timeline
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## STARTUP IMPACT & ACHIEVEMENTS


 **Product Innovation:** Built **first trigger-based fintech platform** generating \$2M+ annual revenue


 **Cost Optimization:** Reduced infrastructure costs by **40%** and eliminated \$50K+ in vendor dependencies

 **Performance Engineering:** Achieved **95% latency improvement** enabling real-time user experiences

 **Scale Achievement:** Built systems processing **3M+ daily transactions** with lean engineering team

 **Team Building:** Hired, mentored, and led **15+ engineers** establishing strong engineering culture

 **Process Innovation:** Implemented automation reducing manual work by **80-90%** across multiple products

 **Rapid Delivery:** Consistently delivered MVPs within **3-month timelines** enabling fast market validation

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## TECHNICAL SKILLS

**Full-Stack Development:** Java, Spring Boot, JavaScript, Node.js, React.js, RESTful APIs

**Startup Tech Stack:** Microservices, PostgreSQL, MySQL, MongoDB, AWS, Docker

**Rapid Development:** MVP Building, Prototype Development, Agile/Scrum, CI/CD Pipelines

**Fintech Expertise:** Payment Systems, Fraud Detection, Financial Compliance, Real-time Processing

**Startup Operations:** Cost Optimization, Infrastructure Scaling, Team Building, Cross-functional Collaboration

**Product Development:** User Research Integration, A/B Testing, Performance Monitoring, Analytics Implementation

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## STARTUP EXPERIENCE HIGHLIGHTS

**Fintech Innovation:** Built products processing millions of financial transactions with startup-level resources

**Cross-Industry Impact:** Experience across fintech, enterprise SaaS, trading systems, and banking platforms

**Global Collaboration:** Worked with international teams and clients across India, US, Europe, and Africa

**Lean Operations:** Expert in building high-performance systems with minimal infrastructure and team size

**Rapid Scaling:** Proven ability to scale systems from prototype to production serving millions of users

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## EDUCATION

**Bachelor of Technology (B.Tech)** | YMCA University of Science & Technology | 2010-2014

**CGPA:** 6.6/10

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## NOTABLE STARTUP PROJECTS

**Fintech Fraud Detection Platform** | *Current - SRS Live Technology*

- MVP to production in 6 months processing 3M+ daily transactions
- Built with lean team of 4 engineers using cost-optimized AWS architecture
- Eliminated expensive vendor dependencies saving \$50K+ annually

**Trigger-Based Automation Platform** | *MCM Fintech Startup*

- First-of-its-kind product innovation generating \$2M+ annual revenue
- 0→1 product development with 5-engineer team in 8-month timeline
- Real-time processing system with 80% automation improvement

**Global Trading Alert System** | *Paxcel Labs International*

- Real-time product serving emerging market traders across multiple countries
- Built scalable architecture handling thousands of concurrent users
- Cross-cultural product development with remote international teams

### **Bank Merger Digital Platform** | *Infosys Enterprise*

- Mission-critical product migration affecting millions of banking customers
- Zero-downtime deployment with automated migration tools
- Performance optimization reducing operational costs by millions