

SUKHDEV KUSHWAHA

Engineering Manager | Solution Architect @ Nexsales – in house Product Development

11+yrs of experience in Agile Development, Project Management and Architectural Solutioning

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- ✚ Dynamic and accomplished Software Manager and Architect with **11+ years** of experience driving **business growth** through **innovative technology** solutions.
- ✚ **8+ years** of success in leading high-performing teams, collaborating with **cross-functional** leaders, driving rapid software releases, **20% cost** reduction, and **30% performance** gains.
- ✚ Expert in **digital/cloud transformation**, process **automation**, solution **architecture**, API **integrations** and **serverless** migration.
- ✚ Proven ability in **bridging the gap** between business and technology, designing resilient **microservices**, scalable data pipelines, and cost-effective **cloud solutions**.



SKILLS

Specializations: Agile Methodology, Microservices Architecture, Cloud-Native Development, Data Architecture, API Integration, Web applications, Prompt Engineering

Technical Skills: (**Frontend**) -, React, Nextjs, Javascript, jQuery, (**Backend**) -, Nodejs, Python, Java, Socket.io, WebRTC, REST, GraphQL, Fast API, WebSocket, (**Databases**) -, PostgreSQL, MySQL, Riak, Redis, MongoDB, (**Devops**) -, Docker, Kubernetes, GCP, Git Workflow, DNS Management (**Security**) -, Auth 0, Keycloak

Soft Skills: Team Management, Project Management, Client Relationship Management, Cross-Functional Collaboration, Issue & Change Management

Tools: Jira, Confluence, Figma, GitHub, Auth0, Postman, WordPress, MS Clarity, Google Analytics, PowerBI, Twillio, Salesforce



EXPERIENCE

NOV 2021 – PRESENT

DELIVERY MANAGER 2, at **NEXSALES**

Skills Acquired: nodejs | react | next | docker | postgresql | redis | memcache | webpack | webRTC | web sockets | socket.io | rest apis | jira | confluence | git | git workflow | gcp | agile | project management | team management | client management | change management | AI prompt engineering

As a delivery **manager** and **solution architect**, successfully led the architecture and launch of **4 major products** from inception, also oversaw the **modernization of 2 legacy** products and the development of numerous **productivity-enhancing** tools.

- Work closely with customers to understand opportunities where technology can be used to drive **business efficiently** and effectively leading to process **automations** and development/adoption of new technologies.
- Studied B2B **marketing** practices and designed closed-loop marketing strategy resulting in **5X boost** in lead generation and successfully implemented the ideas into the different products and **automated data pipelines**.
- Established and implemented a structured **business roadmap** that accelerated development **timelines by 30%**.
- Effectively managed and prioritized deliverables through collaboration with **cross-functional** teams, resulting in a **15% boost** in team productivity.
- Played a pivotal role in designing, developing, and maintaining software within an **agile framework**, contributing to **20% reduction** in development time.
- Hired and onboarded a team of 10 high-performing engineers, significantly improving product development efficiency by **20%**.

Some Technical Things

- Planned and executed a successful move to fully **serverless infrastructure**, reducing costs significantly by **50%**.
- Enhanced **user engagement** through UX optimization, leveraging **frameworks** like Material Design, Tailwind and **data driven insights** from Google Analytics & MS Clarity.

- Feature & technical design for resilient **REST**, **GraphQL**, and **WebSocket** based microservices in Nodejs and horizontally scalable and **highly available data store** using Riak DB.
- Developed a scalable, **distributed**, **cloud**-based data processing pipeline using GCP services for processing large data files with 10+M records, resulting in **30% reduction** in processing time and **15% increase** in data throughput.
- Designed and implemented **microservices** for efficient search queries over 10+ million contacts, **achieving 50% faster** searches and 20% more complex queries with 50% download speed.
- Architected a highly **scalable**, fault-tolerant **microservices** architecture using Node.js, Nextjs, Postgresql and Redis DB achieving **25% reduction** in latency and **60% increase** in throughput while maintaining **99% uptime**.
- Streamlined and accelerated the development process by implementing **automated CI/CD** using cloud triggers and git workflow, resulting in **35% reduction** in deployment time.
- Boosted **sales pipeline by 20%** by integrating third-party APIs services i.e. Apollo, Salesforce, Outreach, Twilio.
- Managed **Google Cloud infrastructure** to ensure 99% uptime and peak performance.
- Enhanced website **performance** and **scalability** by implementing **DNS** and **load-balancing** strategies to optimize traffic.

APR 2021 – NOV 2021

8.7 yrs. OF SINGLE ORGANIZATION EXP

ASST. MANAGER, at **UGAM SOLUTIONS - A MERKLE COMPANY**

Skills acquired: leadership | strategic thinking | business acumen | change management | team management | client relationship management | agile | scrum | multi-threading | web services | web apis | nodejs | reactjs | docker | javascript

- Successfully led 50+ complex projects to completion, exceeding **client expectations** in terms of quality, **delivery time**, and **budget**
- Managed products efficiently through rigorous milestone tracking, **risk mitigation**, and effective client communication, reducing **timelines** by 10%.
- Demonstrated financial expertise by overseeing financials, ensuring profitability and optimizing resources, achieving **30% cost savings** and maintaining profit margin on all projects.

TEAM LEADER, at **UGAM SOLUTIONS**

APR 2017 – MAR 2021

SR. PROGRAMMER, at **UGAM SOLUTIONS**

APR 2015 – MAR 2017

JR. PROGRAMMER, at **UGAM SOLUTIONS**

JUL 2013 – MAR 2015

PROJECTS

Campaign Execution

- **Marketing automation** featuring mass email campaigns, data-driven insights, landing page optimization and lead management resulting in **5x productivity boost**.
- Architected a high-performance **live chat** support system with **real-time conversion** capabilities, **tripling conversion** rates through seamless communication (**twilio integration**) and instant lead engagement (using **socket.io**)

Reporting App

- **Reporting platform** that delivers **interactive**, **customizable reports** to clients, replacing static Excel-based data sharing with dynamic and actionable insights.

Explore detailed information on my projects at sukhi.kushvision.in

ACHIVEMENTS

- ✚ ScrumMaster® certification in July 2022: [Certificate](#)
- ✚ More certification on [LinkedIn](#)
- ✚ Awarded **Push Boundaries** award for exceptional client management and exceeding expectations ([Award Ceremony](#))
- ✚ Awarded with **Leadership Award** for outstanding contributions to training, team bonding, and employee motivation.

EDUCATION GRADUATION in **BSC.IT - INFORMATION TECHNOLOGY**

2013