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| Sukhdev Kushwaha  **11+yrs** of experience in Agile development, Project management and Cloud Architect  +91-9890602317 · Vasai, Mumbai 401208  sukhikushwaha@gmail.com   |  | | --- | | [A black and white logo  Description automatically generated](https://github.com/sukhikush) [online profile](https://sukhi.kushvision.in/) | |

**AT A GLANCE**

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| * A dynamic and enthusiastic Software Manager and Architect with **11+ years** of experience in **driving business** growth **through innovative technology** solutions. * Technical leadership experience in software involving end-to-end **Digital/Cloud** Transformation, **Process Automation**, **Solution Architecture**, CI/CD, DevOps, and third-party integrations. * **8+yrs** of results driven experience in leading high-performing teams and **collaborated** closely with **cross-functional leaders** to drive **rapid** software **release cycles** and achieve business objectives using technology. * Proven ability to bridge the **gap** between **business and technology** by designing resilient microservices, scalable data pipelines, and robust cloud-based solutions resulting in 20% cost reductions and 30% performance improvements. * Strong experience in hiring (have taken 100+ interviews), strategic planning, performance evaluations and project management, including mentoring/coaching. * Demonstrated success in **building** and **mentoring** high-performing teams, fostering a **culture of innovation**, continuous improvements and delivering exceptional customer value. * Key achievements include transitioning to **serverless infrastructure**, optimizing B2B marketing strategies, process automations and enhancing system capabilities through **third-party API integrations**. * Developed and maintain **architectural patterns**, standards, and **security protocols** throughout the product lifecycle.   Seeking a challenging role to leverage my leadership and technical expertise in driving digital transformation, process automation, and business growth. |

**SKILLS**

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| **Soft Skills**  * Project Management * Team Management * Client Relationship Management * Issue | Change Management * Cross-Functional Collaboration * Strategic thinker * Problem Solving * Good mediator * Positive Attitude  **Integrations**  * PowerBI * Twillio * Salesforce | Outreach * Seamless | Apollo * Web API | Microservices | **Technical Skills** *Frontend*   * React | Nextjs | Javascript * Jquery | Material Design * Tailwind | Bootstrap   *Backend*   * Nodejs | Python | Java * Socket.io | Webrtc   *Data Stores*   * Postgresql | MySql | Riak * Redis | MongoDB   *Devops*   * GCP | Git Workflow * Docker | Kubernetes * Domain & DNS Management | **Tool and Techniques** *Techniques*   * Web applications | API Integration * Distributed Architecture | Micro Service * Responsive Design | Stateful Ui Design * Agile Methodology | Prompt Engineering * Test Driven Development * Black | Gray | White Box Testing   *Tools + AI*   * Jira | Confluence | Notion * GitHub | Postman | Figma * ChatGPT | Gemini * WordPress | MS Clarity * Google Analytics * VS Code | Eclipse | Dreamweaver * Dimension | Dooblo | Survey Monkey |

**EXPERIENCE**

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| **Nov 2021 – PRESENT**  **Delivery Manager 2,** at **NEXSALES**  **Skills Acquired**: nodejs | react | nextjs | riak | mysql | postgresql | redis | memcache | webpack | material design | tailwind | webrtc | websockets | socket.io | rest apis | jira | confluence | git | git workflow| cloud function | cloud run | cloud pub sub | cloud tasks | cloud build | cloud triggers | docker | ms clarity | google analytics | wordpress | figma | powerbi | salesforce | agile | change management | project management | team management | client management | ai prompt engineering  [Nexsales](https://nexsales.com/) is a sales acceleration company specializing in demand generation and lead discovery. While playing dual role of delivery manger and their principal architect, I was instrumental in designing and bringing to market **4 major products** from scratch and upgradation **of 2 legacy projects** along with multiple daily **productivity boosting tools**   * Work closely with customers to understand **opportunities** where **technology** can be used to drive business efficiently and effectively leading to **process automations** and **adoption**/development of **new technologies**. * Studied B2B marketing practices and designed closed-loop marketing strategy and successfully **implemented** the ideas into the different products and **automated data pipelines**. * Defined, documented, and executed **business roadmap, engagement model** and best practices for seamless execution. * Design, **architect**, test, deploy, maintain, and improve software inside an **agile development framework**. * Coordinating with **cross functional teams**, working groups, testing teams to manage and plan individual project **priorities, deadlines,** and **deliverables**. * Mentoring, grooming, and leading a team of **12 (8 software engineers + 2 Testers + 2 UX/UI) engineer.** * Hired and onboarded a team of **6 high-performing engineers**, resulting in a **20%** increase in product development efficiency.   *Key Achievements*   * Planned and executed a successful move to fully **serverless infrastructure**, reducing costs significantly by **50%**. * Studied user behavior to optimize role-based UX leveraging material design and **MS Clarity**. * Designed UI and backend to deliver a fast intuitive way to build complex **search queries** over a **large data** (10 million) set of contacts for **faster search** and download**.** * Design and implementation of **scalable distributed** **file processing** pipeline to enable processing and **ingestion of large data** files (100k to 10M records) using only **Google Cloud Platform** services. * Feature & technical design for resilient **REST-based microservices** in NodeJS. * Technical design of horizontally scalable and **highly available data store** using Riak DB. * Technical design of an automated system to perform monthly maintenance of PostgreSQL DB for **faster performance** by deleting **dead tuples** leveraging **vacuum verbose** resulting in **50% increase** in performance. * Streamlined and accelerated the development process by implemented **automated CICD** using **cloud triggers** and **git workflow, 30% reduction** in deployment time. * Increased **sales pipeline** by **20%** through **integration** of third-party **APIs** (Apollo, Salesforce, Outreach, Twillio) to enhance system capabilities and improve data flow. * Managed **Google Cloud infrastructure** maintaining **99% uptime** and optimal performance * Managed **DNS infrastructure**, implemented a **load-balanced** website routing solution, resulting in a **30% reduction** in page load times.   ***Projects*** *at Nexsales*  [*Campaign Execution*](https://uat-leadflo.rightleads.io/)  **Skills acquired:** nodejs | react | nextjs | postgresql | redis | memcache | webpack | material design | tailwind | webrtc | websockets | socket.io | docker | rest apis | jira | confluence | git | cloud function | cloud build | project management | change management | ai prompt engineering   * Developed a comprehensive **marketing automation** platform that streamlines mass email campaigns, facilitates landing page creation, and provides robust analytics for email open rates, landing page performance, and lead management resulting in **5x productive boost**. * Architected a high-performance **live chat support** system with real-time lead conversion functionality. Utilized **socket.io** to enable seamless communication and facilitate instant lead conversion, resulting in a **3x increase** in conversion rates. * **Integrated Twilio** for real-time **calling and recording** capabilities, enabling efficient lead qualification and call analysis **increasing** response time by **10%**   [*Market Sizing Tool*](https://tam.rightleads.io)  **Skills acquired:** nextjs | postgresql | material design | rest apis | nodejs | react | tailwind | jira | confluence | git | git workflow| cloud function | cloud build | confluence | jira | docker | project management | ai prompt engineering   * Developed a **sales enablement application** that empowers sales representatives to display real-time Total Addressable Market (TAM) data for Contact Build Requirements (CBR) of clients, providing a **competitive advantage** in sales meetings. * Implemented a **serverless architecture** and **optimized database** design to deliver **real-time** insights from a massive dataset of **millions** of records. * Integration with **Calendly for meeting** setups and apollo/zoom platform for **real time data** refresh.   [*Reporting App*](https://reports.rightleads.io/)  **Skills acquired:** nodejs | nextjs | tailwind | postgresql | html | javascript | jquery | css | ajax | web apis | git | cloud function | cloud build | confluence | jira | docker | powerbi | project management | ai prompt engineering   * Developed a **reporting platform** that delivers **interactive, customizable reports** to clients, replacing static Excel-based data sharing with dynamic and actionable insights. * Integrated with **Power BI** to provide interactive visualizations and in-depth data analysis in real time. * Reduced report generation time by **50% compared** to previous manual processes and Increased report usage by **30% due to liveliness** and easy of creation.   [*RightLeads App*](http://uat-data.rightleads.io/)  **Skills acquired:** nodejs | nextjs | tailwind | postgresql | html | javascript | jquery | css | ajax | web apis | git | cloud function | cloud build | cloud pub sub | cloud run |confluence | jira | docker | ai prompt engineering   * Developed a **data warehouse** to centralize lead processing and historical data for operations teams, replacing unreliable Excel-based data management. * Enhanced **data accessibility** and search capabilities, reducing data **processing time by 30%**. * Implemented automated data refreshes through **third-party API** integrations, **saving 80% of manual** effort. * Established a robust **data pipeline** to seamlessly feed multiple downstream applications with **high-quality** data.   **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 | project management | team management | client relationship management | problem solving | decision making | agile | scrum | multi-threading | webservices | web apis | nodejs | reactjs | javascript   * Initiated and conducted **project kick-off** meetings with clients to clarify **requirements**, define **scope**, budget, and deliverables. * Ensured project success through rigorous **milestone tracking**, risk mitigation, and **client communication**. * Established project vision and goals, **motivating cross-functional** teams to deliver successfully. * Managed project financials, including **budgeting**, forecasting, and **change control**. * Oversaw investigations to identify **root causes (RCA)** and implemented strategies to **prevent recurrence**, mitigating risks and improving overall system reliability.   **apr 2017 – MAR 2021**  **Team Leader (technical lead),** at **UGAM SOLUTIONS - A MERKLE COMPANY**  **Skills acquired:** nodejs | reactjs | html | javascript | jquery | xml | css | ms sql | ajax | memcache | multi-threading | mongodb | webservices | web apis | google analytics   * Technical ownership of projects and demonstrating proactive engagement to **deliver solutions**. * **Cross-platform development** using technologies like Node JS and React JS. * Code review, optimization and built presentation layer using **AJAX to reduce the load time** of web pages. * Mentored a **team of 10** individuals boosting the team utilization to **increase by 150%.**   **APR 2015 – MAR 2017**  **Sr. Programmer,** at **UGAM SOLUTIONS - A MERKLE COMPANY**  **Skills acquired:** vb.net | sql | html | javascript | jquery | css | dimension | surveytogo | ajax | xml | google analytics   * Developed solutions that can be **spanned across** projects which are simpler, reliability and can be **re-used** easily which decreased the **development time** projects by **50%**. * Executed **150+ customer** feedback projects with **120%** utilization over 3 years. * Won employee of the quarter **5 times in 2 years** for demonstrating exemplary performance and result oriented output.   **JUL 2013 – MAR 2015**  **Jr. Programmer,** at **UGAM SOLUTIONS - A MERKLE COMPANY**  **Skills acquired:** vb.net | dimension | html | jquery | ajax | css | javascript | pyhton   * Received accolades for quick adaptation to modern technology in less than **3 months.** * Controlled the quality of the projects delivered with less than **3 errors per year**. |
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**ACHIVEMENTS**

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| * ScrumMaster® certification in July 2022 : [Certificate](https://bcert.me/snahsnexh) * Push Boundaries award for managing clients, meeting client expectations, pushing boundaries, and working beyond expectations. Award ceremony (YouTube): <https://youtu.be/OFxFyo0dqlY> * Received client accolades for being dedicated, responsible, and providing result-oriented output * Won Leadership Award for training, team bonding and motivation. |

**EDUCATION**

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| **April 2013**  **Graduation in Bsc.IT (Information Technology),**  Shankar Narayan College, Bhayander, Mumbai  Cleared with First Class (74.37%). |

**Expertise and Capabilities**

**nodejs, react, nextjs, riak, mysql, postgresql, redis, memcache, webpack, material design, webrtc, websockets, socket.io, rest apis, jira, confluence, git, git workflow, cloud compute engine, cloud functions, cloud run, cloud pub sub, cloud tasks, cloud build, cloud triggers, docker, ms clarity, google analytics, wordpress, figma, powerbi, salesforce, redis, cloud function, git workflow, cloud function, project management , html, javascript, jquery, css, ajax, web apis, cloud run |confluence, leadership, strategic thinking, business acumen, problem solving, decision making, scrum, multi-threading, webservices, reactjs, issue, cross-functional collaboration, strategic thinker, good mediator, positive attitude, twillio, outreach, seamless, apollo, web api, microservices, bootstrap, tailwind, python, java, mongodb, gcp, kubernetes, domain & dns management, web applications, api integration, distributed architecture, micro service, responsive design, stateful ui design, agile methodology, test driven development, black, gray, white box testing , notion, github, postman, ai, chatgpt, gemini, vs code, eclipse, dreamweaver, dimension, dooblo, survey monkey, agile, change management, project management, team management, client relationship management, ai prompt engineering**