

Vishal Sakaria - Curriculum Vitae

As a dynamic Pre-Sales Engineer with over two years of specialised experience, I've cultivated a unique blend of technical expertise and business acumen that drives tangible results. My approach combines deep technical knowledge with strategic business insights, allowing me to build trust and influence at the highest levels of organisations across diverse verticals including finance, defence, legal, and travel. I've successfully engaged with C-suite executives, leveraging emotional intelligence and storytelling techniques to articulate complex technical solutions in business-relevant terms. My experience spans from delivering high-impact sales demos of HA and AI Accelerators to crafting frontend integrations that address specific client needs. By deeply understanding product-market fit and the nuanced requirements of different organisational roles, I've been instrumental in identifying and resolving critical pain points within business processes. My ability to listen intently and translate technical capabilities into business value has not only fostered strong client relationships but also led to innovative solutions, including an AI-driven content creation system aligned with Google's latest search algorithms. This comprehensive skill set, coupled with my proactive approach to relationship building – exemplified by spearheading a UK-wide AI conference – positions me as a valuable asset in driving sales growth and fostering lasting partnerships.

Portfolio: vishalscreations.com

Talks: [AI and content within DXP](#)

Side Projects / Self Learning

Topics	To
Interviewing methods, competitive strategy and market positioning. AI Use cases / Conversational AI / Prompts engineering, leaking, injection. Vector embeddings / Fine tuning / Supabase pgvector Hugging face AI open source models and inference. Cloudflare workers / AI Gateways Langchain - Retrieval Augmented Generation (RAG) Caching Strategies - Time based vs On demand revalidation	End of time

Employment Experience:

Responsibilities & Achievements	Employee
Sales Engineer - Solutions Architect - AI Lead - Next JS, Saas. I helped project manage the introduction of a SaaS product to market, meticulously identifying and rectifying technical issues and design flaws. I actively contributed to the documentation and developer experience (DX) tooling, ensuring a seamless and intuitive user experience. My hands-on approach led me to demo the product to early adopters, garnering valuable insights and adjustments. Furthermore, I contributed to demo projects using Next JS and developed a blur image optimiser to cater to SEO requirements. Working with Vercel I crafted an integration into our product as well as a partnership strategy to better serve our customers. Attending our weekly sales meetings I supported the process by offering use cases, strategy as well as delivering Sales demos and completing RFPs. My outbound relationship building led the UK region to host an AI conference along side partners which was spare headed by myself. This included a solution for exact match content based on the new Googles search generative experience SEO. After which I joined the AI team and proposed and developed UX solutions including RAG features, chain prompt and content verification using Web Components while also considering current use workflows. I also ran training to prospects and customer for Magnolia DXP writing and adding to the curriculum.	Magnolia - CMS 11/2021 - current. DXP/CMS
Senior software developer - Micro frontends, Typescript, React, Redux, Flexbox, Node.js. Working on a time pressure banking application. I made a responsive form driven by APIs using React, Redux Saga, Flexbox and other CSS techniques. I tested the app React testing library by creating user journey test suits that run heedlessly. After the main bulk of work was underway myself and the team moved towards architectural decisions and with my past experience of Micro Front End we decided to use this method. I lead the decision making with MFE using Single Spa, developing features such as System.js, import maps, event listeners across MFEs, environment variables for production builds, layout and routing configuration as well as integrating TS into builds. I also looked into Webpack module federation and compare the two techniques presenting best fit solutions.	Waracle - Virgin Money 02/21 - 08/2021 Banking
Lead Developer - Staff Engineer - Typescript, React, Redux, Node.js. Joining a team that needed modernisation I created weekly Front end technical refinement sessions to improve quality, reliability and the performance of complex stories. Firstly I lead with spitting stories into manageable points, after this we were able to explore way of improving the architecture of the code with an eye to improve UX. We were able to reduce http request in many cases and move code to middleware. Many repo were slow to deliver due to complexity of code. I introduce complex checks through linting and pre commits. Then supported devs to reduces complexity using functional techniques such as currying and pure functions promoting the benefits of snapshot testing. Introducing hooks and reusable custom hooks with comprehensive testing with React Testing Library. I also consulted on the creation of a design system using pure presentation components as the building blocks of the platforms brand and UX guidelines.	Medidata 07/20 - 02/2021 Health Care
Lead Developer - Engineering Transformation - Typescript, React, Redux. Working as a subject matter specialist, I create a seed project for 10+ distributed teams to use. This involved strategic decisions to prompt great Developer Experience (DX), support fast delivery and achieve high test coverage. Functional composition, currying, a higher order ErrorBoundary component & React Hooks were used to achieve this. The testing strategy was based on a mixture of black box snapshot testing for pure non state components and React Testing Library for white boxing. The use of Typescript allowed us to push up the testing pyramid with more integration tests. Middleware was used to POST errors to an API and deal with internal Redux errors. The result was fast delivery and 96% test coverage. Drawing on my past teaching experience I took the lead in creating high quality training material for less experienced devs as well as mentoring them too. Other worked focused on Engineering Transformation this included managing the creation of Micro Frontends with a legacy system. Managing the vertical alignment of user stories for fast feedback loops. Setting up communication software over a restricted secure network, laying out team expectations and assign responsibilities to teams members. Planning the architecture of integrating React into legacy systems and micro frontends as well as implementation. I am currently working on a Node mock API.	Wipro Digital 07/19 - 05/2020 Lloyds Commercial Banking

Web Developer - Typescript, React, Redux, Node.js. Being a leading face in the development of the commercial banking platform I oversaw the entire value chain from story requirements, to story refinement to the actual delivery of production grade code. I introduced technical refinement sessions to aid in the Agile process as well as training junior developers, business analysts and QE's. Writing high quality semantic code I achieved test coverage of 95% using Typescript. Typescript interfaces, types, return types and guard clauses are a comfortable part of my practice. I introduced deconstructing, spread operators, forwarding refs, React Fragments, the use of Context API, strict TS interfaces, hot module reloading and husky hooks to the other developers. As well as writing a mock server in Node.js and Express I completed a number of complex validation scenarios with foresight into future changes. I contributed to structuring the projects as the code based scaled out. During the growth period of the project Redux actions were decoupled into small 'Lego' size actions that were composed around the project	Wipro Digital 08/18 - 07/19 Lloyds Commercial Banking
UI Developer – React, Redux. I used Redux CRUD and React-Redux-Forms.	CognitionX 04/18 - 05/18 Artificial Intelligence
UI Developer – React, Redux, Vanilla JavaScript, SASS. I used React and Redux to build a new quote process using presentation and container components. All the components were tested using expect.js, Enzyme and Mocha. I implemented Hot Module Reloading as well as Redux DevTools middleware to make the development process more streamline. Redux-Thunks were used as well as Dan Abramov's action interceptors to track Http calls. Thunks were tested using redux-mock-store and mock. Stores were also tested. React Router was used and I added in editor ESLinting and Webpack source maps. I worked on with SiteCore CMS to build a fully responsive payment gateway using a bespoke framework in pure JavaScript and SASS. I introduced Babel and ES6 to the project and dealt with high order functions, function binding, Pub Sub design patterns. To improve the build process I brought in Husky pre commits, Jasmine testing and JSLint. I also contributed to UX designs decisions for the checkout.	ValTech UK- 03/17 - 03/18 Bupa Global - ecommerce & Global Health Insurance
UI Developer – React Building reusable React.js components into an internally managed npm repo. ES7 async and await. Ultra clean git history with git fixup, autosquash and rebasing.	Thomson Reuters 01/17 - 03/17
Frontend Developer JavaScript SASS I initiated the use of Angular 2, ES6 and Typescript for a greenfield project. I introduced Angular Reactive Forms for the checkout process bringing in custom Validators, using the FormBuilder. This included tooling with Webpack to set up the test and build process. I lead the design of component architecture incorporating one level event emission. In addition, I researched and brought in RxJS for HTTP requests and component communication using Subjects. I continued to use Jasmine BDD on both a service, using RxJS (Reactive Extensions) and component level using fixtures. Using Node JS I created a mock data server for the development environment. I achieved 92% - 100% test coverage. Other skills included SASS, Grunt, NPM, UX and design.	Lloyd's online Doctor 01/16 - 11/16 Health Care & eCommerce
UI Developer Backbone, Vanilla JavaScript, SASS Working on rolling out the responsive checkout app using Backbone.js, Jasmine, Text internationalisation, complex in-validation, Building grunt tasks & building and managing Jenkins pipelines with unit test coverage & JSLinting. Additional working on the main product, Hotels. I created adverts using APIs, Hotel locations on Google Maps,	Lastminute.com 07/14 - 12/15 Travel eCommerce
ICT Teacher Deputy head of ICT & Head of e-learning Actively took part in designing the curriculum ensure compelling learning material as well as meeting all assessment criteria. Achieved 95% A-C GCSE, Deputised the ICT department.	Parliament Hill School 04/10 - 06/12
ICT Teacher Teacher of ICT, Head of e-learning. Heavily contributed to the delivery of innovative learning content and tools ensuring assessment were meet. Achieved 95% A-C GCSE, was chosen to teach stretch class, ran a photoshop lunchtime club.	QK School 01/07 - 04/10

Education, Evening Classes and Qualifications

Eduction, evening training & extra courses.	From/To
Generative AI Masterclass AI in work and business through hands-on prototyping and cutting-edge research	01 / 24
Selling for Software Engineers The "Art and Science" of technical selling	11 / 23
Management Mastery - Communicate with Influence 8 critical skills for effective compelling communication in the workplace	07 / 23
Create & publish custom React hooks - egghead.io workshop Deeper dive into hooks and custom hooks as well as the process of publishing the hooks onto npm.	09 / 19
React Academy - Advanced React Higher order component, render props, compound components, cloneElement, React.Map, context api, hooks & effects, styled-components, function composition and closure.	07 / 19

Makers Academy - OO JavaScript/JQuery/Jasmine Writing solid, reusable OO JavaScript libraries using techniques such as prototype functions, function callbacks, closures, hoisting and getting rid of global variables. BDD/TDD	02 / 13 06 / 13
Central St Martins - UAL - Graphic Design Typography Layout and Image-making	04 / 16 06 / 16
Advanced Next level JS Performance, memory profiling - JavaScript Testing Jasmine, Karma, Q-unit	03 / 17 Evening
Advanced UX Designing for Multiple Devices Understanding Information Architecture	05 / 17 Evening
Kings College London - Post Graduate Cert. In Education in ICT (11 -18 year old) Teacher training for KS3, KS4 and KS5	09 / 06 05 / 06
London Guildhall University - BSc Computing Information Systems with Marketing - 2.1 Advanced Java Programming Java Programming Software Engineering (SDLC) Computer Graphics in Java Final Project: Web site for mobile phones in Java	09 / 00 07 / 03 1 st 1 st 1 st 2.1 2.1

Other Information:

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