

Contact

zubin.pratap@gmail.com

www.linkedin.com/in/zubinpratap
(LinkedIn)
meetzubin.carrd.co/ (Other)

Top Skills

Career Management
Career Development Coaching
Web Technologies

Languages

English (Native or Bilingual)
Hindi (Native or Bilingual)
Malayalam (Limited Working)

Certifications

Essential Google Cloud
Infrastructure: Core Services
Complete CS Algorithms & Data
Structures Master Class (Colt
Steele)
Build a Web3 App: Mint Your Own
NFT collection
Typescript: The Complete Developer
Guide
Full Stack Development - Node with
React (Stephen Grider)

Honors-Awards

Telstra CEO Collaboration &
Innovation Award
Telstra Business Leaders Program
Global Enterprises & Services Group
Executive Award
Telstra Legal Excellence Award
Telstra Legal Excellence Award

Zubin Pratap

DevRel Eng Leader (Ex Google) // Recovering Lawyer // Career
Transformation Coach
Melbourne, Victoria, Australia

Summary

At 37, I was a lawyer who decided to teach myself to code. Turns out, career pivots are just debugging life.

Now I have the privilege of leading a team of fantastic devrel forward deployed engineers at Chainlink Labs. We build at the intersection of blockchain and good ol' internet. My stack is TypeScript, NodeJS, OpenAI/Claude AI APIs, Gemini/ VertexAI, MCP servers, Solidity, React, a little Go and Python and some cloud infrastructure (eg GCP).

Before diving into tech, I spent 14 years as a corporate lawyer wrestling with global M&A deals, then shifted gears to commercialize emerging tech—SaaS, IoT, drones (Aerial and Surface).

I also commercialized partnerships and led cross-functional workstreams spanning engineering, legal, and business teams in 4 countries.

Who knew that lawyers, engineers, and business folks actually can talk to each other...and be understood?

Founded a startup in 2017 that could find you street parking in under 5 minutes. The tech was solid, the business wasn't. That was an expensive "education". No, really!

After that crash 'n' burn, I became a software engineer at Google. Started during the pandemic (remote onboarding during COVID—that was fun).

And that brings me to Chainlink.

Turns out translating complex technical concepts for everyone from lawyers to C-suite executives to product folks to engineers is just another form of "compiling".

Since 2019, I've coached ~20 people annually through their career transitions, helping them dismantle overwhelm and rebuild it into goal-oriented action.

There's something addictive about watching someone become who they always knew they could be. That's also what I love about managing people.

Personal Credo: 1% better every day. Because compound interest works on humans too.

Twitter: @zubinpratap
meetzubin.carrd.co

Experience

Chainlink Labs

3 years 8 months

DevRel Engineering Manager

January 2025 - Present (11 months)

Melbourne, Victoria, Australia

Technical Lead

April 2024 - February 2025 (11 months)

Melbourne, Victoria, Australia

Software Engineer / DevRel

April 2022 - April 2024 (2 years 1 month)

Melbourne, Victoria, Australia

I write code to make engineers become more effective engineers, explore blockchain, and achieve velocity. I work with AMAZING people to grow your understanding of blockchain tech. Reach out any time!

My stack

- Solidity, Web3 frameworks, Blockchain Engineering
- Javascript/Typescript/React/Golang

- Rust (coming soon!)

Google

Software Engineer

March 2020 - April 2022 (2 years 2 months)

Melbourne, Victoria, Australia

Software engineer that worked on using the following Golang, Typescript, JavaScript, Java, GCP:

- Google Cloud Platform Anthos, Compute Engine and Kubernetes Engine based applications that were internal facing and external facing
- designing and building tooling and apps across the stack and using multiple proprietary technologies for scaleable and polyglot microservice-oriented architectures.
- automation, tooling and infrastructure for CI/CD and testing, focusing on ChromeOS engineering productivity

Udemy

Instructor

February 2019 - August 2021 (2 years 7 months)

Produced a 4.75 star rated course on Udemy that gives people tools, techniques, and strategies to plan their journey to teach themselves to code. It covers a lot of the myths, misconceptions, and challenges faced in learning any new skill, and specifically in learning to program. You can check it out on Udemy, accessed via: <https://www.linkedin.com/redir/suspicious-page?url=https%3A%2F%2Fmatchfitmastery%2Eweeblysite%2Ecom%2F%2C> where you can also ask to get a discount code.

Aplas

Full Stack Engineer

April 2019 - August 2020 (1 year 5 months)

Aplas is a highly sophisticated, enterprise-grade SaaS offering.

My role:

- full-stack developer working in TypeScript and using React, PostgreSQL, Nodejs, Koa, Jest, Cypress, GraphQL, AWS, Stripe and other technologies
- design and implement the recurring subscription and complex billing management system using Stripe, to handle differentiated pricing for different license types, and across SMB and Enterprise verticals
- identify, track and develop success metrics for our users, and for our growth, and implement Intercom and Segment.io

- work closely with the small team to relentlessly focus on the customer onboarding experience (UI and server side implementations)
- front end UI implementation for tenant-level account configuration
- design and implement cron jobs for scheduled tasks related to welcoming, trial management, and updating active usage numbers for metered billing services

Whooshka.me

Founder, Whooshka

August 2017 - January 2020 (2 years 6 months)

Australia

Whooshka Parking - a smartphone application that takes aim at one of the root causes of urban congestion. Built the native applications for iOS and Android with a team of 2 other engineers. Developed with the support and input 5 inner city Melbourne City Councils, and leveraging open data and a Whooshka parking meta data schema. Downloaded and used by thousands.

Stack: Google Cloud Platform for back end, with a micro-services architecture using cloud functions (lambda functions). Swift for iOS, Java/Kotlin for Android. Developer models and schemas to standardise the representation of parking restriction data anywhere in the world.

Download:

iphones: <https://itunes.apple.com/au/app/whooshka-street-parking/id1279653762?mt=8>

android: <https://play.google.com/store/apps/details?id=me.whooshka.whooshka>

Zeusconsulting.co

Managing Director

August 2017 - July 2019 (2 years)

* Freelance software development projects for clients

* Commercial, Partnership Strategy, product development and innovation consulting for businesses.

*Delivered innovation frameworks and playbooks that help organisations decide which internal and external new-tech opportunities are most aligned with their strategy, goals, and mission.

*implemented innovation programs cross-functionally, and work with senior management teams to embed the 'lean startup' mindset, discipline and knowhow within the organisation.

Startupbootcamp

Mentor

July 2017 - March 2019 (1 year 9 months)

Telstra

6 years 10 months

Emerging Tech Commercial Manager

March 2015 - August 2017 (2 years 6 months)

Commercial lead on Drones/UAVs, AR/VR commercial applications, IoT and SmartHome technologies, especially in aged-care, ageing-in-place and disability rehabilitation. I also identify emerging opportunities to invest, partner in or build, and negotiate the deals to develop channels.

* lead my team, and cross functional teams to identify, develop (including coding and architecture), prototype and commercialise new products that achieves new revenue growth

* build partnerships and strategic alliances to execute on go-to-market strategy

*validate new business models for emerging opportunities, be the champion of the customer, and market expert.

*product design and development sprints to apply Human-Centred Design to develop the product offering, the customer experience, and the service proposition

*financial , strategic and competitive analyses to extract data for effective and rapid decision making.

Senior Commercial Manager, Retail Channel Management

November 2014 - August 2016 (1 year 10 months)

Melbourne, Australia

* commercial lead on negotiations with strategic partners for Telstra retail, to design and implement complex channel commission structures and programs that increase productivity and the impact of marketing and product development initiatives in-channel (>\$250M pa in deal values)

- * lead and manage a team of contract managers and senior analysts that manage over 3000 partnerships and strategic alliances
- * process innovation and governance improvements to optimise team utilisation and productivity

Legal Counsel, Global Enterprise & Services

March 2014 - January 2015 (11 months)

Melbourne & Jakarta

Legal lead on the negotiations for a strategic joint venture in Indonesia in Indonesia. JV Implementation task force executive tasked with setting up the JV in Indonesia. Established the legal function of the JV, while providing commercial, strategic legal and technical support to the board of the JV and senior management in Telstra. Reported directly to the CEO of the JV, and successfully managed stakeholders in several related entities in a complex, multi functional environment, across geographies, social and corporate cultures. This was a complex project that required broad M&A, negotiation, and global expertise, persuasive leadership, adaptability, resilience and a can-do spirit.

Legal Counsel, Technology, Cloud & Media

February 2013 - March 2014 (1 year 2 months)

Melbourne, Australia

Legal business partner for vendor engagement and go-to-market sourcing in Telstra's strategically vital Technology, Cloud and Network managed services space, with deals totalling over \$900M. Successfully advised on and negotiated complex IT outsource contracts (SaaS, SI, Business Intelligence, Operating Systems, cloud applications etc). Have worked with partners like Accenture, Microsoft, IBM, Infosys and others.

Legal Counsel, Enterprise & Government

November 2010 - February 2013 (2 years 4 months)

Melbourne, Australia

Legal business partner to the sales teams in the sales of telecom and information technology products, including managed data networks, outsource projects, cloud computing etc. I successfully negotiated complex managed IT and telecommunications deals worth >\$1B dollars with enterprise and government customers.

Communication Rights Australia

Board Member

April 2015 - January 2016 (10 months)

www.caus.com.au

Communication Rights Australia (www.caus.com.au) is an advocacy and information service for people with little or no speech.

In this role I provided strategic guidance to the team at Communication Rights Australia, and led volunteers in contributing their time, energy and passion to a great cause. I worked closely with colleagues on the Board to identify opportunities, develop strengths, maintain financial rigour, prioritise initiatives and allocate resources to achieve more impact every year - every additional person served is a successful outcome. Every additional expression of self-actualisation is a step towards a more humane world.

NobleGenie

Founder

March 2014 - November 2014 (9 months)

NobleGenie wants to change the way you seek and obtain specialised information from qualified experts. We do this by being the first step in your search for quality advice and information from an ecosystem of professionally qualified advisors.

By changing the way you engage with advisers, we help you assess the quality of your advisers before you choose one. Important and expensive decisions should not be taken on faith, or convenience, or because you don't know your options.

For qualified practitioners, we give you an opportunity to directly connect with clients who are actually looking for services that you offer, and to differentiate yourself on quality rather than just price. NobleGenie helps you focus your time by talking to clients, rather than advertising to them.

The Founder Institute

Program Participant

May 2014 - May 2014 (1 month)

Melbourne Area, Australia

Admitted to the prestigious Founder Institute launch and entrepreneurship accelerator after scoring in the top 25% of 15000 people who have taken the predictive assessment test. www.fi.co

Baker & McKenzie

Associate

January 2007 - October 2010 (3 years 10 months)

Mergers & Acquisitions; Corporate and Commercial Advisory;
Automobiles; Private Equity; pharmaceuticals, network infrastructure.

General Motors

Legal Counsel

September 2008 - December 2009 (1 year 4 months)

Melbourne, Australia

In this role Zubin was a key member of the GM Holden legal team, working on items in relation to operations in Australia during the GFC, and the regional impact of the US Chapter 11 measures.

Luthra & Luthra Law Offices

Associate

March 2006 - December 2006 (10 months)

Corporate, M&A, Aviation leasing

Supreme Court of India

Barrister at Law

March 2005 - March 2006 (1 year 1 month)

New Delhi

Amarchand Mangaldas

Associate

October 2003 - March 2005 (1 year 6 months)

Education

IE Business School

Global Executive MBA, Entrepreneurship, Marketing, Strategy, General Management · (2015 - 2016)

Udemy Academy

Full Stack development, Algos&DS, TypeScript, JavaScript, Node, Express, React, GraphQL, GoLang · (2017 - 2019)

UCLA Anderson School of Management

Certification, Focus on Entrepreneurship - The Business of
California · (2016 - 2016)

National Law School of India University
B.A. LL.B. (Hons), Law · (1998 - 2003)