

Govind Sharma

Senior Backend Engineer

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0→1 Builder & 1→10
Scaler

Tech-Product Bridge

Led Teams of 4-7
Engineers

End-to-End Ownership

Startup-to-Scale Operator

SUMMARY

Senior Backend Engineer with **5+ years** designing and scaling distributed systems handling **10,000+ req/sec**. Deep expertise in **Node.js/NestJS**, RAG-based AI pipelines, self-managed **Kubernetes** infrastructure, and real-time protocols (WebRTC signaling, WebSocket). Built backend systems powering **\$2M+ ARR** SaaS products serving **Fortune 500 enterprise clients** and **100,000 concurrent users**. Brings rare business acumen alongside technical depth — fluent in product strategy with stakeholders and distributed systems design with engineers. Proven track record taking multiple products from **0→1 and scaling to 1→10**.

SKILLS

Languages:	TypeScript, JavaScript, Python, Go
Backend:	Node.js, NestJS, Express, GraphQL, REST APIs, WebSocket, WebRTC (signaling server)
Databases:	PostgreSQL, MongoDB, Redis, BullMQ, Elasticsearch, pgvector, Prisma ORM
AI / ML:	RAG pipelines, LangChain, LlamaIndex, Azure OpenAI, OpenAI Assistants API, MCP servers, Agentic workflows
DevOps:	Kubernetes (self-managed), Docker, AWS, CI/CD, GitHub Actions, Nginx, SonarQube, Datadog, Shell scripting
Payments:	Stripe, Razorpay
Testing:	Jest, Swagger, Playwright

EXPERIENCE

Founding Backend Engineer — Lead | [Stamina.io](#) | Jun 2025 – Present

AI-powered Sales + CRM + Marketing SaaS · **1,000+ customers** · **50+ countries** · **\$2M+ ARR**

- › Designed and built **Zara**, Stamina's AI SDR agent, fully end-to-end — architecting lead enrichment pipelines, LLM-powered pitch generation engine (structured outputs), and agentic workflow orchestration; deployed live across all **1,000+ customer accounts**.
- › Built automated cold calling system integrating **Twilio** telephony with webhook-driven call-state management, scaled to **200+ customers making 5,000+ calls/day** with reliable delivery.
- › Engineered cold email outreach and sequencing engine with automated follow-up scheduling, A/B variant support, and deliverability optimisation.
- › Owned full DevOps lifecycle: provisioned and managed **Kubernetes clusters**, automated CI/CD pipelines, and implemented per-PR preview environments on creation.
- › Scaled backend infrastructure from **\$250K → \$2M+ ARR in 9 months**; grew engineering team from **4 to 10 developers**; defined architecture standards and wrote TDDs/RFCs.
- › Built CRM data model and backend services supporting multi-object relationships, activity tracking, and real-time synchronisation across distributed services.

Software Engineer II — Engineering Lead | [Better Software](#) · Embedded at [NeshAI](#) | Jul 2024 – Aug 2025

B2B AI SaaS for Fortune 500 enterprise sales · Directly embedded at client NeshAI (hellonesh.io)

- › Architected end-to-end AI product recommendation engine: RAG (**pgvector + Elasticsearch**) + LinkedIn enrichment + ICP analysis → structured reports; **1M+ document** enterprise knowledge base serving **Blue Origin, Chevrolet, DKSH, WRGrace**.
- › Built **MCP servers** and OpenAI Assistants API integrations for AI tool orchestration deployed at **\$1B+ revenue** enterprise clients.
- › Integrated enterprise data connectors (**Salesforce, Google Drive, Amazon S3, Azure Blob Storage**) enabling secure document ingestion into production RAG pipelines.
- › Led Internal Platform Team — built backend boilerplates, CI/CD templates, and developer tooling adopted across all client projects.

Sr. Software Engineer — Tech Lead | Loktantra Mediatech | Jan 2022 – Jun 2024

Social & live-streaming platform · 40–50 person company · Led team of **5–7 engineers**

- › Designed and built self-hosted **LiveKit WebRTC signaling server from scratch**, replacing a **\$2,000/month** third-party streaming vendor; system scaled to **10,000 req/sec** and **100,000 concurrent users** per session.
- › Set up and managed Kubernetes clusters; automated deployments reduced downtime from **5 min** → **under 2 seconds**.
- › Optimised backend performance by **115%** through profiling, query optimisation, Redis caching, and architectural refactoring.
- › Led team of 5–7 engineers: wrote TDDs/RFCs, conducted technical interviews, ran code reviews reducing recurring bugs by **30%** and improving quality by **50%**.

Full Stack Developer | ICLEAR CCTV & Security System | May 2021 – Jan 2022

New Delhi, India (Remote)

- › Integrated third-party APIs increasing user retention by **35%**; led feasibility analyses and code reviews ensuring consistent quality standards.

Frontend Developer Intern · WTIN, Delhi · Mar–Apr 2021

OPEN SOURCE

- › [livekit-components-react](#) — Official contributor · **600,000 weekly NPM downloads**
- › [TMB — Template Module Builder](#) — Open-source NPM package for template-based code generation

PROJECTS

- › [NexGymAI.com](#) (**Jan 2026 – Present**) — Founded and built solo; AI-powered gym management SaaS with fully autoscalable infrastructure, personalised workout/diet AI plan generation, client progress tracking, and branded email communication.