

# Govind Sharma

## Senior Software 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
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### SUMMARY

Senior Software Engineer with **5+ years** of full-stack ownership across AI-powered SaaS, distributed systems, and real-time platforms. Led teams of **4–7 engineers**, defined tech stacks from scratch, written TDDs/RFCs, conducted interviews, and mentored engineers. A rare engineer who bridges product, business, and technology — speaking product language with stakeholders and system design language with engineers, ensuring every technical decision drives business outcomes. Proven at taking multiple products from **0→1 and 1→10**: contributed to growing platforms from **\$250K to \$2M+ ARR**, served **Fortune 500 clients**, and contributed to open-source packages with **600K+ weekly NPM downloads**.

### SKILLS

Languages:	TypeScript, JavaScript, Python, Go
Frontend:	React, Next.js, Redux Saga/Toolkit Query, Tailwind CSS, shadcn/ui, Radix UI, Storybook, SSE, SEO
Backend:	Node.js, NestJS, Express, GraphQL, REST, WebSocket, WebRTC (signaling), Prisma ORM
AI / ML:	RAG, LangChain, LlamaIndex, Azure OpenAI, OpenAI Assistants API, pgvector, Elasticsearch, MCP servers, Agentic workflows
Databases:	PostgreSQL, MongoDB, Redis, BullMQ, Elasticsearch, pgvector
DevOps:	Kubernetes (self-managed), Docker, AWS, CI/CD, GitHub Actions, Nginx, Datadog, SonarQube, Doppler
Testing:	Jest, Playwright, Cypress, React Testing Library, Swagger
Payments:	Stripe, Razorpay

### EXPERIENCE

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

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

- One of the first engineers at Stamina.io; architected and scaled the platform from **\$250K to \$2M+ ARR** in **9 months** while growing the engineering team from **4 to 10 developers** — a defining 0→1 to 1→10 journey.
- Designed and built **Zara**, Stamina's AI SDR agent, end-to-end — lead enrichment, LLM pitch generation, and agentic workflow orchestration — now live for all **1,000+ customers** across **50 countries**.
- Built automated cold calling system (**Twilio** + webhooks) scaled to **200+ customers making 5,000+ calls/day**, and cold email sequencing engine with deliverability optimisation.
- Architected per-PR automated preview environments; owned full **Kubernetes** infrastructure, CI/CD pipelines, and AWS architecture; led all technical interviews and defined engineering standards.
- Acted as technical-product bridge: translated business goals into system architecture, wrote TDDs/RFCs, and ensured engineering decisions directly supported revenue outcomes.

#### Software Engineer II — Engineering Lead | Better Software · Embedded at [NeshAI](https://neshai.com) | Jul 2024 – Aug 2025

B2B AI SaaS for Fortune 500 enterprise sales teams · Directly embedded at client NeshAI ([hellonesh.io](https://hellonesh.io))

- Built end-to-end AI product recommendation engine: RAG (**pgvector + Elasticsearch**, **1M+ documents**) + LinkedIn enrichment + ICP analysis → structured sales reports; deployed at **Blue Origin, Chevrolet, DKSH, WRGrace**.
- Shipped **MCP servers**, OpenAI Assistants API integrations, and AI workbooks for product recommendations, comparisons, account planning, and document compliance — earning **5-star customer ratings**.
- Integrated **Salesforce, Google Drive, Amazon S3, Azure Blob Storage** into secure, real-time RAG pipelines for Fortune 500 enterprise clients.
- Led Internal Platform Team: built developer boilerplates, tooling, and CI/CD templates adopted org-wide; managed architecture reviews and code quality standards.

#### 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**

- › Led full architecture of [MeetUp by Khulke](#) — built **WebRTC signaling server from scratch**; platform supports **100,000 concurrent users** per session and **10,000 req/sec** with YouTube/Facebook simulcast.
- › Replaced **\$2,000/month** third-party streaming vendor with self-hosted LiveKit; set up Kubernetes clusters reducing deployment downtime from **5 min → under 2 seconds**.
- › Optimised system performance by **115%**; conducted technical interviews, wrote TDDs/RFCs, mentored 5–7 engineers; code reviews reduced recurring bugs by **30%**.
- › Contributed to [livekit-components-react](#) official package (**600,000 weekly NPM downloads**); built [Khulke](#) social network.

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

New Delhi, India (Remote)

- › Integrated third-party APIs increasing retention by **35%**; extended cross-browser support  $2 \rightarrow 4$  **browsers**; led code reviews and technical feasibility analyses.

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

## OPEN SOURCE & PROJECTS

- › [livekit-components-react](#) — Official contributor to LiveKit's React components package · **600,000 weekly NPM downloads**
- › [NexGymAI.com \(Jan 2026 – Present\)](#) — Founded and built solo; AI-powered gym management SaaS with autoscalable infra, AI personalised plan generation, client progress tracking, and branded emails.
- › [TMB — Template Module Builder](#) — Open-source NPM package for template-based code generation.