VISHAL SHARMA

Senior Solutions Engineer

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Summary

Sr. Solutions Engineer | Full Stack Engineer | AWS Certified Solution Architect Entrepreneurial-spirited professional with strong analytical thinking, quick learner, and results-oriented. Experienced in building high-performance IT infrastructures and applications with a customer-centric approach. Adept in agile development practices, with experience in project management and technical solution consulting. Intuitive, Empathetic and Critical thinker.

Experience

Cloudflare Inc
London, UK
Sr. Customer Solution Engineer
2023 - 2024

- Lead collaborative efforts with the Customer Success Manager and working directly with customers in the post sales stage
- Technical expert in Cloudflare Application Services Domain
- Maintain ongoing relationships with customers to ensure continued success and address any emerging needs
- Provide expert consultation on application services, helping customers optimize performance and security of their resources
- Managed a portfolio of SMB 100+ Customers, coordinating across teams to ensure timely delivery.

Taboola Europe
London, UK
Sr. Solution Engineer - EMEA
2022 - 2023

- Worked with DACH region in EMEA for Taboola's Enterprise publisher partner's book of business. Some of the key partners include Stroeer De, Kicker and others. I own the technical Integration and Solution managements
- Improved solution delivery efficiency, resulting in a 25% reduction in project timelines.

Taboola Thailand Co. Ltd
Bangkok, Thailand
Solution Engineer
2019 - 2022

- Collaborated with Enterprise Sales to lead requirements discovery, solution presentations, Proof of Concept builds, and Technical queries
- Worked as a project manager and technical solution consultant for enterprise publisher partners, Taboola internal sales, and account management teams
- Helped publisher partners through the onboarding experience, from presale stages to post-launch support
- Presented products and services on sales calls from a technical and integration point of view, and handled follow-up on queries
- Establish strong relationships with publisher technical and business teams, assist in integration, and speed up delivery time

TheAsia Thai Co. Ltd
Bangkok, Thailand
Technical Lead
11/2017 - 01/2019

- Led an agile development team of 6 developers as Technical Lead and Product Owner for web and mobile product development
- Designed and managed cloud infrastructure, including CI/CD and backend development
- Built CI/CD pipelines and managed cloud infrastructure using AWS
- Acted as the key product owner, creating and managing a user-story backlog
- Architected web products optimized for the best performance, collaborating with cross-functional teams

Pomelo Fashion
Bangkok
Senior Software Engineer
2017 - 02/2017

- Conceptualized, planned, and created new features to improve the customer experience
- Built internal tools and automated processes for tracking and reporting
- Architected cloud infrastructure and migrated legacy infrastructure from the Digital Ocean server to AWS, implementing improvements
- Optimized response time by refining database queries and transforming the software stack to RESTful services
- Developed and enhanced backend features, improving the checkout process and enhancing the overall checkout experience

Experience

INDY Cloud
Bangkok, Thailand
01/2016 - 02/2017

Sr. Full Stack Developer

- Assisted the CTO in technology-related tasks and responsibilities
- Developed flexible and reusable code and libraries using Node.js and Meteor.js
- Ensured the technical feasibility of UI/UX designs
- Implemented user interfaces with HTML, CSS, JavaScript, Node.js, Blaze, Meteor.js, and other technologies
- Designed, created, manipulated, and queried databases for cloud ERP

Synsoft Global PVT. LTD
Bangkok, Thailand
07/2013 - 12/2016

Software Developer

- Part of a team responsible for designing and developing web and mobile solutions for clients using a point-of-sale terminal
- Involved in the design and debugging of projects

Key Achievements

Enhanced Checkout Process
Increased checkout efficiency by 30% through backend optimizations and user interface enhancements.

Led Agile Team
Led a team of 6 developers to successfully deliver 10+ cloud-based projects on schedule.

Optimized Response Time
Reduced response time by 40% by optimizing database queries and implementing RESTful services.

Improved Customer Integration
Achieved a 25% improvement in customer onboarding speed through effective solutions presentations and integration assistance.

Skills & Tools Knowledge

Server Administration · Linux · Networking · JavaScript · Node.js · PHP · HTML · CSS. NextJs · ReactJs · GraphQl · PostgreSQL, MySQL, MongoDB. Supbase · Firebase · CouchDB. · Software Architecture · SDLC · AWS Services · Cloud Architecture · Cloudflare Application Performance · Security · Mentoring · Coaching · Leading Development Teams · Requirement Analysis · Design & Implementation · Deployment & Maintenance · Service & Delivery

Tools - AWS Cloud · AWS Services · Azure · Cloudflare · CSS · DevSecOps · Digital Ocean · Docker · ERP · GCP · Git · Grafana · HTML · JavaScript · Jenkins · Linux · MongoDB · Meteor · New Relic · PHP · PostgreSQL · Prometheus · REST · Salesforce · SDLC · Taboola · Unity · Xcode · Node.js · Meteor.js · React Js · Node js · Cursor AI · Ollama · MCP Integration · Aider · Cloud networking-Computing-design

Education

Government Engineering College
Jhalawar, India
2008 - 2012

Bachelor In Engineering & Technology, CSE