



# Niles Trivedi

## CONTACT

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## SUMMARY

I have built high-tech products and built & led engineering and product teams for more than 13 years. I co-founded a B2B product company with a social CRM app. I helped build and scale GupShup's enterprise messaging platform to a scale of 2 billion messages per month with customers like Facebook & Nokia. As CTO at Truweight, I integrated all tech pieces (both pre-sales and post-sales) of a fast moving consumer tech business into a cohesive, agile whole. At HyperTrack, I led the re-architecture of their real-time device geolocation infrastructure from a monolithic app to a scalable microservices-based architecture using AWS components. At ClearTax, I am responsible for all of their consumer products for around 5 million users. With an IIT and IIM background, I am also a hands-on expert at full-stack development including the cutting-edge in machine-learning, hardware, and blockchain.

## WORK EXPERIENCE

### ClearTax (DefMacro Software)

November 2019 - Present

Associate Director of Engineering

- Got promoted with a significantly expanded charter within my first performance review cycle
- **Managing 17 engineers in 3 teams**
- Currently responsible for:
  - Unified mobile app for consumers with robo-advisory, tax-filing, and MF/NPS investments
  - Mutual fund investments on the Web: <https://cleartax.in/save> with an **AUM of 105 Cr Rs**
  - MarketingTech: All content, landing pages and calculators on <https://cleartax.in/s> , bringing in **110 million unique visits a year**
  - Marketplace of financial experts, with **2 engineers bringing in 6 Cr of revenues per month**: <https://cleartax.in/services>
  - CA platform with **30K chartered accountants** registered and growing: <https://cleartax.in/ca>
- *Tech Used: Apollo, GraphQL and React Native in addition to the ones listed below*

### ClearTax (DefMacro Software)

December 2018 - October 2019

Engineering Manager

- Built the mutual fund investment product with features like **scheduled mandates, video-KYC** and more
- Developed Marketing-Tech products including personalized homepage, content pages and more
- Led the hiring efforts and **grew the team to 2x size to 90 within 5 months**
- Inspired, mentored and **managed 12+ engineers**
- *Tech Used: Java, Python, Javascript, React, NextJS, Django, MySQL, AWS Redshift, Athena*

## HyperTrack

Jan 2018 - Oct 2018

Principal Engineer

- Led the re-architecture of HyperTrack's real-time device geo-location infrastructure. Migrated from a monolith (Django) to scalable microservices-based architecture using Cloud Firestore, AWS Kinesis and Lambda
- *Tech Used: Python, Django, Go, Javascript, gRPC, AWS, Apollo React, Android, iOS, AWS Redshift, AWS Kinesis, AWS Lambda, Google Cloud Firestore*

## Truweight, Bangalore

2015 - 2017

CTO

- Built an in-house team delivering native mobile apps and a scalable backend for healthtech product
- Built a fully-automated lead generation-conversion pipeline (include home visits and physical delivery of products) by integrating many different systems (LeadSquared, Unbounce, Vymo, Locus, LiveChat, Telephony)
- Built an in-house platform for optimally scheduling home visits across India to increase revenues
- Took up additional responsibility as product manager
- *Tech used: Ruby, Java, Rails, Play framework, Heroku, Android, iOS, Digital Ocean*

## Independent

2013 - 2015

Consulting Engineer

- Engineering for tech startups from web / mobile apps to hardware, electronics, computer vision and machine learning
- Built algorithmic trading systems and a web-based workbench for backtesting ( <https://qplum.co>). Tech used: *Ruby, Rails, Javascript, Python, AWS, Docker, Redis and Discourse*
- Built an interactive physics simulation engine using Javascript and Canvas APIs. Presented at JSFoo: <https://hasgeek.tv/jsfoo/2013-2/688-interactive-physics-simulation-in-the-browser-what-i-learned> *Tech used: Physics, Javascript, Canvas APIs and Ruby*
- Advised a smart home appliance startup ( <http://zapati.in> : Automatic, portable, Roti-making machine). *Tech used: Arduino, OpenCV, AVR, Mechatronics*

## GupShup (earlier Webaroo), Bombay

2009 - 2013

Lead Software Engineer & Product Manager

- Built and launched multiple web applications for Enterprise SMSGupShup serving thousands of customers and delivering billions of messages per month: <http://enterprise.smsgupshup.com/>
- Built tools for improving internal processes including analytics and customer support
- Development for GupShup's Android app
- Growth marketing with analytics and optimization of ad campaigns
- *Tech used: Ruby, Rails, Java, JRuby, Android, Javascript*

## Lattice Purple Technologies, Noida

2008 - 2009

Co-Founder & CTO

- Built and launched a social CRM app - YouSuggest.us
- Successfully sold it to Indian media enterprises but failed to optimize the sales process in time
- Built a dynamic and interactive trip-planning app using Javascript and Google Maps APIs
- *Tech used: Ruby, Rails, and Javascript*

## HeadStrong, Bangalore

2003 - 2006

Senior Associate

- Delivered multiple releases for Nuance Voice Platform: <https://www.nuance.com/>
- Developed a number of speech-recognition applications using VoiceXML
- *Tech used: Java, J2EE, VoiceXML*

## OPEN SOURCE

- Interactive real-time physics simulation engine for the Web: <https://bitbucket.org/nileshtrivedi/physics>
- Bug fixes and features for Ethereum Core, BigchainDB, IPDB etc.
- Indium.Network: A permissioned public blockchain for developers: <https://indium.network/>
- BigChainDB Ruby client: <https://github.com/nileshtrivedi/bigchaindb-ruby-client>
- RbFNV - FNV Hash for Ruby: <https://github.com/nileshtrivedi/rbfnv>
- LiveCoding environment concept for JavaScript: [https://github.com/nileshtrivedi/livecoding\\_js\\_demo](https://github.com/nileshtrivedi/livecoding_js_demo)
- Ruby wrapper for Gupshup APIs: <https://github.com/nileshtrivedi/gupshup>
- A framework for building SMS-based chatbots: <https://github.com/nileshtrivedi/smsapp>

## QUALIFICATIONS

Sun Certified Java Programmer - 2005

Scored 100.0% in Coursera's Machine Learning class - 2013

## EDUCATION

**MBA (Marketing)**

IIM Lucknow

2006 - 2008

**B.Tech. (AeroSpace Engineering)**

IIT Kharagpur

1999 - 2003

## INTERESTS

Programming for fun, making music, reading non-fiction and learning mathematics. Over the years, I have presented at conferences like Bengaluru Tech Summit, Incrypt, BarCamp, RubyConf, JSFoo, Makerfest etc.

- Homepage: <https://nilesh.trivedi.pw/>

I also take great delight in teaching (especially mathematics) to young people - adults and children alike.

## REFERENCES

Prajakt Deolasee, Head of Engineering, HyperTrack (I reported to him at HyperTrack)

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Vishnu Saraf, CEO, Truweight (I reported to him when I was CTO at Truweight)

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