

DARSHAN NAIK

+91 9822331094 | darshannaik376@gmail.com | [LinkedIn](#) | [GitHub](#) | [Website](#)

TECHNICAL SKILLS

Web Technologies:	JavaScript (ES6), Node Js, Express Js, React Js, Next Js, GoLang, Angular, HTML, CSS, Typescript, Redux, Tailwind CSS
Databases:	Postgres, MySQL
Other Tools:	Git, Docker, GCP, AWS, REST APIs, Postman, Chai, Mocha, JIRA, Figma, Sequelize, PowerBI, Bearer, Sbom, grype-scan, trivy-scan, owasp-zap, CI-CD pipeline, github-workflow.

WORK EXPERIENCE

Swabhav Venturelabs Solution Pvt Ltd.

Senior Software Engineer

Aug 2022 – Present

Mumbai, India

AiPredict | JavaScript, Next Js, Node Js, Python, TensorFlow, Shap, Html, Css, Microservices

- **Designed and developed an AI-powered sales intelligence platform** that predicts account-to-opportunity conversion probability and opportunity stage depth using machine learning models (binary classification & multi-class prediction).
- **Implemented SHAP (Explainable AI)** to generate visual explanations of prediction factors, enabling sales teams to understand key drivers behind conversion probability scores.
- **Leveraged GCP cloud services** including Cloud Storage (buckets), Pub/Sub messaging, Cloud Tasks queues, Eventarc triggers, and Cloud Load Balancer for scalable, event-driven workflow orchestration.

ETL Tool | JavaScript, Next.js, Node.js, Express, Python, Flask, Go, PostgreSQL, Sequelize, HTML, CSS, Microservices

- **Developed a scalable file-based ETL import service** processing 15+ data source types (Salesforce CRM, Outreach, 6Sense, Madison Logic, Content Syndication) with transactional database writes and concurrent batch processing.
- **Engineered a Unified Account deduplication system** using domain parsing, fuzzy matching algorithms, and hash-key generation to consolidate records across multiple data sources into a single source of truth.
- **Implemented robust data sanitization and transformation pipelines** with company name cleaning, domain validation, and priority-based record matching to ensure data quality and integrity.

Campaign Execution Platform | Node.js, Next.js, Tailwind CSS, Shadcn UI, Twilio, Socket.IO, Docker, Python, Flask, Go

- Architected a microservices-based campaign execution platform (8+ services) that streamlined workflows and reduced execution time by 40%.
- Integrated real-time chat (Socket.IO) and voice calling (Twilio) with a WebSocket-powered notification system for instant BDR alerts.
- Led a team of 3 developers through the full SDLC, ensuring code quality and timely delivery.

Market Sizing | JavaScript, Next Js, React Js, Node Js, Python, Go, Tailwind, Html, Css, MUI

- Developed **Model** and robust **APIs in Node.js** using **sequelize** ORM to facilitate dashboard sharing functionality with multiple clients.
- Integrated **Power BI dashboard** seamlessly into a **react.js** application, allowing users to interact dynamically with data and save customized filters directly to the **Postgres database**.
- Developed and implemented a dashboard sharing feature in **Node Js**, enabling users to securely share insights and data visualizations with team members and stakeholders.

Proctoring tool | GoLang, Python AngularTS, Node, React, Next, MySQL, Mongoose, Machine Learning, Html, Css, Microservices,

- Designed and Developed **Model and** robust API in Python and GoLang, allowing candidates to give interviews and exams on platform with ML integration to monitor candidates.
- Developed a **tracking, event capturing and flagging** system to **detect potential cheating** candidates, by tracking eye moments, person in frame, multiple person detection, tab switches etc.
- Integrated proctoring tool with TSM portal to assign test and show results.

TSM | GoLang, Node, Python, React, Next, Angular Ts, Html, Css, MySQL,

- Developed System for hiring management system with efficient flow to track candidates journey from start to end.
- Worked on sourcing module for HR and training module for Faculty.
- Developed tracking and rating system for students and faculty.

EDUCATION

University of Mumbai

Master of Engineering – **SGPA: 9.1**

July 2024 – Ongoing

Bachelor of Engineering(Computer Science) – **CGPA: 7.85**

June 2018 – May 2022