

LALITH KISHORE L.

Product Engineer · Implementation & Integration

Chennai, India · +91 91760 53332 · lalithkishore@proton.me

lalithkishore.info · linkedin.com/in/sometimesdante · github.com/sometimesdante

SUMMARY

Product Engineer with **8+ years** across product development and software delivery embedded with Fintech, ERP, and SaaS clients; building the systems they run on from discovery through production. Own **end-to-end product delivery** from scoping with technical and non-technical stakeholders, building systems, data integration, and rollout. Experienced in **TypeScript/Next.js on Postgres and Supabase**, Python, automation, LLM-backed pipelines (Claude Code, Copilot Studio, MCPs), and enterprise integrations (Razorpay, Chargebee, Stripe, Salesforce, Brex, QuickBooks Online, Zoho Books, Jira).

TECHNICAL SKILLS

Languages & Frameworks: TypeScript, JavaScript, Python, React, Next.js, Node.js, Tailwind CSS, Zustand, HTML/CSS

Data & Backend: PostgreSQL, SQL, Dataverse, Supabase (RLS, SSR auth), REST APIs, webhooks, OAuth, serverless and edge middleware, cron jobs, web scraping, ETL

Integrations: Stripe, Razorpay, QuickBooks Online, Zoho Books, Chargebee, Brex, Mercury, Bill, Jira, Salesforce, Zapier, Power Automate, iPaaS, Postman, WhatsApp and Email APIs

AI & Low-Code: Claude Code, ChatGPT, Model Context Protocol (MCP), AI agents for classification and routing, Cursor, Power Apps, Copilot Studio

Delivery: Discovery and Requirements Gathering, Solution Architecture, PRDs, POCs, Technical Scoping, API integration, Stakeholder Management, Rollout, Training, Support, Agile/Scrum

EXPERIENCE

Product Lead, Engineering — LeverageAxiom Solutions Pvt. Ltd., Chennai Sep 2024 – Present

- Rebuilt month-end close for an agentic PSA SaaS client as an **ETL pipeline**, replacing manual matching of up to **3,000 monthly transactions** across 8 bank accounts and 14 departments, **cutting effort by roughly 70%**. Extracted through a combination of scheduled Python scripts and Power Automate, transformed by mapping vendors to expense account references while escalating unmatched transactions to **AI agents** to infer allocation from vendor, amount, memo, recurrence and history, loaded into SharePoint for Power BI. Built a Power Apps MIS layer over it as the human-in-the-loop checkpoint before allocations post, with full dataset review, custom vendor and budget rules.
- Architected and shipped **Forge**, a rank-tracking SaaS for a manufacturing client on **Next.js, Supabase and Postgres**. A scraping pipeline that tracks the client and competitors across **7 cities** and their full catalogue with auth, schema, cron scheduling, anti-bot proxy APIs, transactional email and automated reporting. **Diagnosed and fixed the serverless deployment failure blocking launch**.
- Built and deployed a finance forecasting and budget planner with scenario modelling for a Cloud Backup SaaS. Real-time P&L impact from churn, department budgets, COGS and payroll projections, revenue forecasts from historical sales data, change logging and role-based access control. Integrated with **Jira, Salesforce and QuickBooks Online**.
- Created and shipped a compliance-inbox triage system using prompt-engineered classification to sort every incoming email as a notice, a fraud attempt or noise, extract the issuing body and **US state jurisdiction**, and open a Jira issue with attachments. Features an **escalation matrix** acting as the guardrail, updating priority, assignee and deadline on follow-ups, and resolution notices close the loop automatically.
- Built an eCommerce platform for a hyperlocal grocery client using **Next.js/TypeScript** with a **200+ SKU** catalogue, inventory, guest and account checkout, Razorpay payment integration, automated order fulfilment, serverless GST-compliant invoicing, SSR auth with edge middleware, and a back-office dashboard for order tracking and tax/revenue export.

- Delivered a multi-module ERP on Power Platform that replaced **100–200 paper job cards a month** at a manufacturer covering **7 production stages across 2 factories and a warehouse**. Included reusable modules for inventory, procurement, batch manufacturing, production planning and job-level cost tracking with Zoho Books integration for accounting and stock-based billing.
- Automated chargeback verification across two **Stripe** accounts for a US-based event management company and mapped every transaction to the event that generated it, so per-event payouts and refunds could be tracked in internal accounting.
- Scoped prospective engagements by running **discovery, PRDs, POCs and solution pitches** including an auction platform POC covering lots, bidding, position tracking and authentication and a Shopify storefront with Razorpay integration.

Founder, Product Development — AeroCreate LLP, Chennai

Oct 2020 – Sep 2024

- Founded and ran a product development and design studio serving SaaS, healthcare and media clients across **Europe and North America**. Ran technical discovery with client stakeholders, scoped and priced engagements. Stayed the single technical contact through delivery, coordinating research, marketing, and engineering teams, and translating client requests into solutions that fit their actual constraints.
- Diagnosed a donation failure for the **Wikimedia Foundation**, brought in directly by the CFO. With **no codebase access under NDA**, reproduced the checkout through VPN exits in multiple countries while capturing network payloads and console output, and established that payments were completing at the gateway while the confirmation never registered on the site, handing their engineers a **reproducible case with the failing regions isolated**.
- Rebuilt a European journalism agency's publishing stack for a **13-person** team using a custom CMS platform with structured content relationships across multiple media and delivery formats with i18n and regional language support. Reworked the information architecture, **cutting clicks-to-content from 7 to 1–3**. Analytics showed a **32% increase** in session duration and **14% rise** in non-home pageviews.
- Scoped and architected a **0–1** mental-health platform for the Indian teen market. Mapped requirements to a finalized MVP scope and specified Flutter with Firebase backend for auth and CDN storage. Handed over a **20-screen** build-ready high fidelity prototype, therapist-validated content strategy, and brand assets. Also shipped GDPR and WCAG compliant responsive web and mobile interfaces for **6+ clients** with brand and design systems for **over 12 organizations**.

Earlier: Content Designer, LeadStreet Pvt. Ltd. (Aug 2019 – Oct 2020) — built a Python/Selenium LinkedIn lead-generation tool. Junior UI/UX Designer, Madcreos Pvt. Ltd. (Oct 2017 – Jul 2019).

INDEPENDENT PROJECTS

Dive: Full-stack project management platform (alpha): Next.js, TypeScript, Supabase, **multi-tenant data model with Postgres row-level security**, custom drag-and-drop kanban, token-based org invitations, realtime chat with attachments and notes with version history. projectdive.app

Hermes: Open-source desktop PDF reader in Tauri, Svelte and TypeScript, **released for Windows, macOS and Linux**. github.com/sometimesdante/hermes

EDUCATION & CERTIFICATION

B.Tech, Information Technology — SRM Easwari Engineering College, Anna University
Agile with Atlassian Jira — Atlassian University

2011 – 2015
Jul 2024