

# TANMAY SHARMA

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## PROFESSIONAL SUMMARY

Results-driven **Full Stack Developer** with **3+ years** of end-to-end product delivery experience across **10+ production applications** in CRM, fintech, adtech, and news domains. Proficient in **React.js, Next.js, Node.js, PostgreSQL, and MongoDB**, with proven expertise in **CI/CD automation, VPS deployment, REST API design, and AI-assisted workflows**. Delivered measurable business outcomes including **40% reduction in manual processes** and **sub-second lead response automation**. Strong communicator with end-to-end client ownership experience.

## TECHNICAL SKILLS

<b>Languages</b>	JavaScript (ES6+), TypeScript, HTML5, CSS3, Python	<b>DevOps / CI-CD</b>	Git, GitHub Actions, Ubuntu VPS, Nginx, PM2, Docker (basic), Vercel
<b>Frontend</b>	React.js, Next.js (SSR/SSG), Redux Toolkit, Tailwind CSS, Material UI, Bootstrap	<b>Cloud &amp; CMS</b>	Cloudinary, Render, Railway, WordPress, Framer, Webflow, Shopify
<b>Backend</b>	Node.js, Express.js, REST APIs, GraphQL, JWT Auth, WebSockets, MVC	<b>Integrations</b>	Razorpay, WhatsApp Business API, Nodemailer, Google APIs, n8n
<b>Databases</b>	PostgreSQL, MongoDB, MySQL, Supabase, Redis (basic)	<b>AI / Tooling</b>	Claude AI, Cursor, Postman, Figma, VS Code, Codex

## PROFESSIONAL EXPERIENCE

### Full Stack Developer

May 2025 – Present

Gradmarc Adtech LLP | Remote

- Engineered **5+ client web applications end-to-end** using React.js and Node.js, owning the full lifecycle from requirement gathering and architecture design to production deployment.
- Reduced feature delivery time by **30%** by integrating AI-assisted development with Claude AI and Cursor into daily workflows; enforced clean Git branching and PR-based code reviews.
- Built and maintained **CI/CD pipelines with GitHub Actions**, automating build, test, and deploy to Ubuntu VPS (Nginx + PM2), eliminating manual deployment bottlenecks.
- Designed **n8n automation workflows** for lead capture, CRM sync, and WhatsApp/email notifications, saving **8+ hours/week** of manual operational effort.
- Managed concurrent client projects: scoped requirements, delivered milestone demos, iterated on feedback, and maintained strong client relationships independently.

### Software Developer

March 2024 – April 2025

Business Culture IT & Marketing Agency | Jabalpur, M.P.

- Built and maintained **responsive React.js interfaces** for CRM and payment platforms serving SME clients, improving usability and reducing client-reported issues by streamlining core workflows.
- Developed an **in-house ERP Billing Management System** (React + Node.js + MongoDB) featuring invoice generation, Razorpay payment tracking, GST calculation, client records, and reporting dashboards.
- Integrated **Razorpay, WhatsApp Business API, and third-party REST services**, reducing manual business processes by **40%** for client operations.
- Deployed production applications on **VPS with Nginx reverse proxy, SSL, and PM2**, ensuring high availability and minimal downtime across all client-facing services.
- Owned direct client communication for deliverables, change requests, and post-deployment support across multiple concurrent projects simultaneously.

### Software Developer

August 2023 – February 2024

Abrari G Solution Pvt. Ltd | New Delhi (Hybrid)

- Built **reusable React.js components** and shipped frontend features across multiple product modules within agile sprint cycles in a team of 5+ developers.

- Accelerated delivery timelines by owning **REST API integrations (Axios, fetch)**, resolving frontend/backend bugs, and improving application stability and release velocity.
- Practised Git-based collaboration: feature branches, pull requests, and structured code reviews in a professional engineering environment.

## KEY PROJECTS

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### Enterprise CRM Platform

*React.js | Node.js / Express.js | PostgreSQL | JWT | WhatsApp Business API*

- Built a **full-featured role-based CRM** with dashboards for leads, contacts, follow-ups, deals, and reporting, centralising sales and operations for the business.
- Implemented **JWT-based RBAC** (Admin / Manager / Agent), WhatsApp API integration for automated follow-ups, and optimised PostgreSQL schemas for high-performance reporting queries.
- Deployed on **Ubuntu VPS with Nginx + PM2**; architecture supports multi-tenant scaling.

### News Web Portal — SSR/SEO Platform

*Next.js (SSR/SSG) | Node.js / Express.js | MongoDB | Cloudinary | GitHub Actions*

- Built a **production news portal** with Next.js SSR/SSG for SEO-optimised pages, dynamic category views, trending sections, article detail pages, and full-text search.
- Developed a **headless CMS backend** with role-based admin panel, Cloudinary image management, JWT authentication, pagination, and social share APIs.
- Deployed via **GitHub Actions CI/CD** to VPS; achieved measurably fast Core Web Vitals scores leveraging static generation.

### AI Lead Automation Pipeline

*n8n | Claude AI | WhatsApp Business API | Node.js*

- Built a **zero-touch intelligent lead pipeline**: n8n captured and routed form submissions via WhatsApp and email while Claude AI classified intent and generated personalised follow-up messages.
- Reduced average lead response time **from hours to under 10 seconds**, eliminating all manual lead-routing effort and increasing sales team efficiency significantly.

### ERP Billing Management System

*React.js | Node.js | MySQL | Razorpay | Nodemailer*

- Engineered an **in-house ERP module** for invoice generation, GST-compliant billing, Razorpay payment tracking, client records, and financial reporting dashboards.
- Implemented **server-side PDF invoice generation** with automated Nodemailer delivery and real-time outstanding/paid summary views for the finance team.

### Event Management System

*React.js | Node.js | MongoDB | Razorpay | Nodemailer*

- Full-stack event platform featuring user registration, Razorpay payment integration, **automated email confirmations, QR-based ticket generation**, and admin approval workflows.
- Managed the complete user lifecycle from registration and payment confirmation through live attendance tracking dashboards.

### 25+ Production Client Websites

*React.js / Next.js | WordPress | Framer | Webflow*

- Delivered **25+ production websites** for service businesses (agencies, institutes, consultants) handling the full project lifecycle from discovery and wireframing to deployment and post-launch support.
- Built custom React/Next.js sites with **animations, lead capture integrations, contact forms, and SEO setup**; delivered CMS-based solutions on WordPress and Framer.

## EDUCATION

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**Bachelor of Technology in Computer Science | CGPA: 8.04 / 10**

*Gyan Ganga Institute of Technology and Science, RGPV*

**2019 – 2023**

*Jabalpur, Madhya Pradesh*

## CERTIFICATIONS & TRAINING

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- **JPMorgan Chase & Co.** — Software Engineering Job Simulation (*Forage*)
- **Cognizant** — Agile Methodology Virtual Experience Program (*Forage*)
- **AWS Academy** — Cloud Foundations
- **Microsoft** — Programming Using Java (Microsoft Certification)