

Dilip Ray

Engineering Leader · Founder · Full-Stack Architect

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Summary

Engineering leader with 10+ years of experience transforming ambitious visions into scalable, production-grade products. Founded multiple startups, scaled engineering teams from 0→12, and architected serverless AI-powered systems serving enterprise clients across the US, Europe, and Asia.

Specialized in zero-to-one product development, agentic AI workflows, LLM integration, and building cloud-native architectures that achieve 99.99% uptime while reducing operational costs by up to 85%. Currently building a proprietary Claude-powered priority-aware orchestration agent at Teja. Proven track record of leading cross-functional teams, driving agile transformations, and delivering products that move business metrics — from customer acquisition to retention.

Core Competencies

Engineering Management — Team building, hiring, mentoring, OKRs, agile transformation, cross-timezone leadership

AI/ML Engineering — Agentic Workflows, Multi-Agent Orchestration, LLMs, RAG Systems, MCP, Prompt Engineering, Document Intelligence

Blockchain & Web3 — Smart Contracts (Solidity, Move), Ethereum / EVM, Aptos L1, NFT Marketplaces, DIDs, On-chain Gaming

Software Architecture — Serverless, Microservices, Event-driven, REST/GraphQL APIs, Systems Design

Full-Stack Development — End-to-end ownership from infrastructure to UI

Product Strategy — Zero-to-one, MVP definition, customer discovery, B2B SaaS

DevOps & Cloud — Multi-cloud (AWS, GCP, Azure), Infrastructure as Code, CI/CD

Technical Skills

AI / LLMs	Agentic Workflows, MCP (Model Context Protocol), RAG architectures, Prompt Engineering, Multi-Agent Orchestration, Claude Code, Deepgram, AssemblyAI
Languages	Python, JavaScript, TypeScript, Go, Java, Kotlin
Frontend	React, React Native, Flutter, Redux, Vite
Backend	Django, NestJS, Express, FastAPI, Bun/Elysia, gRPC
Databases	PostgreSQL, MongoDB, DynamoDB, Redis, TimescaleDB, InfluxDB, Elasticsearch
Blockchain / Web3	Solidity, Move, Ethereum (EVM), Aptos, Smart Contracts, L1 Architecture, NFT Marketplaces, DIDs, On-chain Gaming
Cloud	AWS (ECS, Lambda, SQS/SNS, Textract), GCP (Cloud Run, App Engine, Kubernetes), Azure (AI Vision)
DevOps	Docker, Kubernetes, Terraform, GitHub Actions, CircleCI
ERP & Integrations	Odoo (XML-RPC, custom client author), Shopify, Django Oscar, Couchbase Lite
Compliance	HIPAA, SOC 2, GDPR

Experience

Founder & Head of Engineering · Teja

August 2023 – Present

Bengaluru, India

Leading technical vision and execution of an AI-first SaaS platform for mental health professionals, competing in the US market against Blueprint.ai, Upheal, and SimplePractice. (a Jhink company)

- Architected 100% serverless infrastructure handling 1M+ API calls with 99.99% uptime
- Designed and built proprietary Claude-powered agentic workflow with a custom priority-aware orchestration agent that routes, prioritizes, and executes clinical tasks across the platform
- Implemented Model Context Protocol (MCP) servers powering an agentic chat experience for therapists — reducing in-app search time and giving clinicians a conversational interface to navigate notes, sessions, and client context in seconds
- Built RAG-based knowledge systems improving information retrieval by 75%
- Designed LLM orchestration pipeline for intelligent session recording, transcription, and document processing
- Implemented AI-driven development workflows reducing time-to-market by 60%
- Pivoted from B2C (India mental health) to B2B (US clinicians) based on market validation
- Built HIPAA, SOC 2, and GDPR-compliant infrastructure using Terraform on AWS — covering data residency, audit logging, encryption-at-rest/in-transit, and access controls

Stack: Python, Django, NestJS, Bun/Elysia, React + Vite, Flutter, MongoDB Atlas, PostgreSQL, GCP Cloud Run, AWS, Terraform, Claude (Agentic), Deepgram, AssemblyAI

Technical Advisor — Web 2 Division · Stealth L1 Blockchain Company

May 2024 – Present

Remote (via Jhink)

Engaged as the senior engineering advisor for the Web 2 side of a stealth blockchain company building a proprietary Layer 1 blockchain with a connected gaming ecosystem.

- Helped take the proprietary L1 and gaming ecosystem through its R&D phase, shaping technical direction and product readiness
- Built supporting infrastructure on top of the L1 — a Decentralized Identity (DID) system and an NFT marketplace (OpenSea-style)
- Hands-on with Solidity (Ethereum / EVM) and Move (Aptos) smart contracts
- Recruited an India-based engineering team and tapped into the local engineering network to scale hiring
- Ran day-to-day engineering management of the team, established working norms, and stabilized the product to a steady state

Stack: Solidity, Move, Ethereum (EVM), Aptos, Node.js, TypeScript, React

Head of Engineering · Ethan.ai Pvt Ltd

October 2022 – February 2023

Singapore (Remote)

Led engineering for a post-Series A FinTech SaaS platform serving hedge funds with multi-billion-dollar portfolios.

- Scaled engineering team from 5 → 12 engineers across 3 time zones (India, London, US)
- Increased document processing accuracy by 25% combining Azure AI Vision + AWS Textract
- Reduced operational processing time by 20% through intelligent automation
- Delivered support for complex financial instruments — derivatives, structured products, multi-exchange equities and bonds
- Achieved 99.99% uptime for mission-critical financial workflows

Stack: Python, Django, Node.js, TypeScript, React + Redux, PostgreSQL, Azure AI, AWS, Docker, CircleCI

Senior Full-Stack Product Developer · EverReal

November 2019 – September 2022

Munich, Germany (Remote)

Joined as the first engineer after the CTO; helped scale a B2B PropTech SaaS property management platform to 1,000+ real estate companies and 100K+ daily active users across Europe. Personally implemented ~50% of platform features end-to-end and was actively involved across 100% of the product surface.

- Built the full rental and sales workflow: listing & marketing, prospect/CRM management, viewing-appointment calendaring with multi-party scheduling, applicant management, digital contract execution, and property handover
- Integrated with major real estate ERP systems — SAP, Haufe, Aareon, CREM Solutions, Wowi — synchronizing master data and unifying fragmented enterprise workflows
- Connected to listing marketplaces and partner platforms — ImmobilienScout24, Immowelt, SCHUFA (credit checks), PriceHubble (valuation), Casavi
- Reduced rental operation time by 85% through automated contract processing
- Increased customer acquisition by 50% via cross-portal listing aggregation
- Improved customer retention by 30% through data-driven product improvements
- Led microservices migration from Express → NestJS across 15+ services
- Architected GraphQL federation and headless real estate portal back-end powering 1,000+ companies
- Mentored 8 engineers in TypeScript and modern architecture patterns

Stack: Node.js, NestJS, GraphQL, TypeScript, React, React Native, PostgreSQL, AWS ECS, SQS/SNS, Terraform, Kubernetes

Technical Product Manager · Envision Enterprise Solutions

May 2018 – October 2019

Hyderabad, India

Technical Product Manager – Rubus (IIoT)

Jan 2019 – Oct 2019

- Led product architecture for an Industrial IoT platform deployed across power generation, utilities, transportation, and sea ports
- Built robust IIoT platform integrating sensors, automation, and enterprise systems
- Delivered international projects across Dubai, Japan, and India
- Managed and motivated engineering team through challenging organizational conditions
- Introduced modern engineering practices — Jira, GitHub, CI/CD — into a traditional environment

Stack: React, NestJS, Express, TimescaleDB, InfluxDB, ArangoDB, IoT protocols

Technical Product Manager – iPortman (Port & Logistics)

May 2018 – Jan 2019

- Architected port management ERP integrations for government clients
- Worked on Yard Planning module for port operations
- Established technical standards, code quality enforcement, and resource planning
- Led hiring interviews and onboarding for engineering positions

CxO & Founder · Jhink

October 2015 – April 2018 · February 2023 – Present

Hyderabad / Bengaluru, India

A technology venture studio originally founded in 2015, paused while taking full-time roles (Envision → EverReal → Ethan.ai), and re-activated in February 2023. Currently the parent entity for Teja and the stealth blockchain advisory engagement. Across both periods, Jhink has incubated and delivered full-stack engineering and product leadership to startups across India, Europe, and the US.

- Zmed — Co-founded a B2B pharmacy distribution platform aiming to be India's single-stop sub-distributor for pharmacies. Scaled to 100+ tied-up pharmacies in Hyderabad, built end-to-end ordering and fulfilment platform on a microservices architecture (gRPC, Node.js, Express) deployed on GCP with Kubernetes, plus a React Native mobile app. Hired and led a team of 3 engineers + ground operations.
- Siyora — Architected B2B jewelry marketplace (Alibaba-style for jewelry industry); managed two-engineer team and full product lifecycle
- One Technology / Mula / Rumor (California-based client) — Built parking technology aggregator and social networking app on React Native, deployed to App Store and Play Store
- The Smart Labs — Co-led a diagnostic services aggregator platform with Django + ReactJS
- Skylark Drones, Bagavathi Chit Fund, Phoenix Arena — Delivered websites and internal tools

Stack: Django, React, React Native, Node.js, gRPC, PostgreSQL, MongoDB, Docker, Kubernetes, GCP, AWS, Solidity, Move, Aptos, Ethereum

Co-Founder & Full-Stack Engineer · Ninjaas Labs

August 2013 – September 2015

Bengaluru, India

Co-founded a product studio building consumer and B2B applications. Acted as engineering lead since inception.

- Picpil — B2B image-as-a-service with dynamic resolution; pitched to BigBasket
- Jumkey — Direct-to-consumer artificial jewelry e-commerce on Shopify + Django Oscar with React Native mobile apps
- Kax Card — QR/NFC-based identity tag with offline-first sync; authored a Couchbase Lite ORM wrapper for Android
- DriveLine — Smart-city marketplace integrated with Bangalore municipality dustbin request service
- Awards: Emerging Mobile Internet Company 2015 (GMASA); Innovative Startup 2016–17 (GMIC Bangalore)

Stack: Python, Django, Django Oscar, React, React Native, Kotlin/Java (Android), Couchbase Lite, Docker, Kubernetes

Founding Engineer Intern · Lxidd (Kamelot Kapital, Singapore)

January 2013 – July 2013

Hyderabad, India (Remote)

- First engineer on a network platform for indie designers, developers, and creatives
 - Worked under EIR Brajeshwar Oinam to deliver MVP of the platform interface and matchmaking experience
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Web Development Intern / Founder · 1midea

December 2008 – December 2011

Hyderabad, India

Built a social networking website during 9th grade that scaled to ~10,000 active users at peak — featuring blogs, video integration, and music sharing.

- One of the early adopters and trainers of jQuery in India
 - Built on the LAMP stack (Linux, Apache, MySQL, PHP) and Joomla CMS
 - Authored custom Joomla 1.5 / 1.7 components in PHP
 - Self-taught caching, SEO, and performance optimization
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Awards & Certifications

Awards

- Emerging Mobile Internet Company 2015 — GMASA (Global Mobile App Awards)
- Innovative Startup 2016–17 — GMIC, Bangalore

Certifications

- Agile Software Development: Creating an Agile Culture
- Tech Career Skills: Moving from Developer to Engineering Manager
- Tech Career Skills: Effective Technical Communication

Education

B.Tech, Computer Science and Engineering

Jawaharlal Nehru Technological University (JNTU)

2010 – 2014

Higher Secondary (MPC with Biotechnology)

Chinmaya Vidyalaya

2008 – 2010

Languages

- **English** — Professional Working
- **Telugu** — Native
- **Hindi** — Limited Working