Utsav Kumar

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SUMMARY

AI Engineer with **10+ years** of **full-stack** experience, specializing in **production AI agents**, **LLMs**, **RAG**, and **AI-powered products**. Building with **React**, **TypeScript**, **Python**, **FastAPI**, **Node.js**, **OpenAI**, and **MCP**. Active **open source contributor**, **mentor**, and clear **communicator** who values simplicity, performance, and user impact.

PROFESSIONAL EXPERIENCE

Highspot **Vancouver, BC - Canada**
Sr. Software Development Engineer **June 2023 - Aug 2026**

- Built and shipped AI-powered Deal Agent, Rep Agent, and Manager Agent experiences using React, TypeScript, Python, FastAPI, PydanticAI, and LLMs, delivering deal insights, portfolio analysis, and personalized coaching for sales reps and leaders.
- Built Deal Agent, an AI assistant for individual sales opportunities using Python, FastAPI, PydanticAI, AI-driven workflow selection, business tools, conversation memory, and live streaming to answer deal questions and help reps take action.
- Connected AI agents to internal services through FastAPI and asynchronous APIs, with validation, permissions, tenant controls, feature flags, and controlled access to business data.
- Used React Query and caching to reduce unnecessary AI requests, cutting AI-related compute costs by 80% and improving UI response times by 90%.
- Built AI workflows with conversation memory, live streaming, monitoring, and human approval for actions requiring user confirmation, improving reliability and keeping customer data access controlled.
- Partnered with PMs and designers to turn AI concepts into intuitive user experiences, reducing development time by 20% through better handoffs and reusable components.
- Contributed to architecture, roadmap planning, technical estimation, code reviews, testing, and mentoring junior engineers through pair programming and technical walkthroughs..

Splunk **Vancouver, BC - Canada**
Software Engineer **Feb 2019 - Feb 2023**

- Led front-end development for Splunk's Edge Processor team using React, JavaScript, TypeScript, and Splunk's UI Design System, building real-time data processing and transformation experiences for customers.
- Built and enhanced features for Splunk's Data Stream Processor using React and TypeScript, enabling customers to visually configure, transform, and route data streams at scale.
- Improved the Pipeline Canvas Builder using React and reusable UI components, reducing pipeline setup time by 30% and improving the overall user experience.
- Improved Edge Processor page performance by optimizing asset delivery and reducing unnecessary API calls, resulting in faster page load times and a more responsive experience.
- Improved GitLab CI/CD pipelines through parallelization, reducing job runtimes by 80% and speeding up the development workflow.
- Built automated tests using Cypress and wrote unit tests with Jest, achieving 95% code coverage and helping reduce regressions and post-production defects.
- Used Storybook and Splunk's UI Design System to build and document reusable components, improving consistency and accelerating UI development across the product.

Cybage Software Pvt. Ltd **Gandhinagar, Gujarat - India**
Software Engineer **Jun 2015 - Aug 2017**

EDUCATION

University of Windsor | Master's Degree - Applied Computing **Sep 2017 - Dec 2018**

Charotar University | B.Tech - Information Technology **Jun 2010 - May 2014**

AI PROJECTS

- AI Role-Play | Sales Coaching with AI | AI Sales Enablement | Highspot AI Agents