

Gautam Pattani

Expert Building AI Agents for Scalable Solutions | Startup Growth Leader | Head of Startup Practice @ Aapna Infotech | Former Startup Founder

SUMMARY

With over a decade of experience in the software industry, the engineer has a proven record of leading technical initiatives and delivering innovative solutions. Expertise includes Android app development, Java programming, and IT consulting, with a demonstrated ability to drive growth through technology. The engineer's technical acumen is complemented by certifications in Agile methodologies, including ScrumMaster and Agile Scrum Foundation, showcasing a strong understanding of SDLC and efficient project management techniques.

TECHNICAL SKILLS

Main Technical Skills	Sales strategies, MS SQL Server Management Studio, Core Location
Programming Languages	Java (5 yr.)
JavaScript Libraries and Tools	NativeJS
Wordpress Ecosystem	WooCommerce API
Data Analysis and Visualization Technologies	Business Analysis, Business Intelligence (BI)
Databases & Management Systems / ORM	MS SQL Server Management Studio
Cloud Platforms, Services & Computing	DigitalOcean
Azure Cloud Services	Azure VM
iOS Libraries and Tools	Core Location
Platforms	CRM, ERP
Methodologies, Paradigms and Patterns	FDD (5 yr.), Scrum, SDLC
Soft Skills	Leadership, Mentor Aptitude
Project Management & Administration	Project Management
	WooCommerce API

SDK / API and Integrations	
Other Technical Skills	Enterprise Resource Planning, Management Consulting, Startups

Professional Experience

Mera Monitor Director of Client Success April 2024 - Present (11 months)

- Spearheaded strategies to drive business growth, optimize sales processes, and enhance client satisfaction for a time-management focused employee performance and productivity platform.
- Developed and implemented scalable client success strategies to enhance client engagement, retention, and overall satisfaction.
- Streamlined and optimized the end-to-end sales process, from lead generation to post-sale client support, increasing efficiency and conversion rates.
- Defined and executed business growth strategies, targeting new market opportunities and expanding the client base.
- Established clear sales pipelines and workflows for improved tracking, forecasting, and resource allocation.
- Implemented a consultative sales approach, tailoring MeraMonitor solutions to meet clients' unique needs.
- Collaborated with Product and Marketing teams to integrate customer feedback into product enhancements and targeted marketing campaigns.
- Built and maintained long-term relationships with key clients, acting as a trusted advisor.
- Developed and delivered sales training programs to enhance team performance.
- Led the adoption of CRM tools and analytics for data-driven decision-making.
- Designed and implemented upsell and cross-sell strategies to boost revenue.
- Represented MeraMonitor at industry events, establishing partnerships and strengthening market presence.

AAPNA Infotech Pvt. Ltd.

Head of Start-up Practice February 2022 - Present (3 years 1 month)

- Catalyzing innovation and driving the growth of startups with 12+ years of experience in the startup ecosystem.
 - **Key Responsibilities:**Startup Strategy: Leading strategic planning and execution for sustainable growth.
 - Mentorship & Coaching: Providing hands-on mentorship to founders and teams.
 - Program Development: Creating and managing successful startup support programs.
 - Resource Allocation: Ensuring access to funding, infrastructure, and expertise.

Senior Technical Consultant February 2021 - February 2022 (1 year 1 month) Rajkot, Gujarat, India

- Provided strategic IT consulting services, delivering customized solutions aligned with business objectives.
 - **Roles & Responsibilities:**Provided strategic guidance and solutions to clients.
 - Managed projects to ensure on-time and on-budget delivery.
 - Mentored junior consultants and shared expertise.
 - Stayed up to date on the latest technologies and trends.

BDP Jewelers Technical Director January 2018 - Present (7 years 2 months) Gujarat, India

- Digitized operations for a jewelry manufacturing organization, aligning with the Digital India movement.
 - **Key Projects:**Digital Album (Android mobile application)
 - Ecommerce Jewelry Platform (B2C and B2B)
 - Jewelry Billing Software
 - Augmented Reality Initiatives

Rajkot Information Technology Association Member January 2019 - Present (6 years 2 months) Rajkot, Gujarat

Pattani InfoTech Pvt Ltd

CEO January 2013 - Present (12 years 2 months) Rajkot, Gujarat

- Provided strategic leadership and vision, driving business growth through innovative technology solutions.
 - **Roles & Responsibilities:**Provided strategic leadership and vision.
 - Oversaw all operations, including financial performance and project delivery.
 - Represented the company to clients, investors, and stakeholders.

Founder January 2012 - Present (13 years 2 months) Rajkot

- Founded Pattani InfoTech Pvt Ltd with a vision of providing win-win solutions and employment opportunities.
 - **Roles & Responsibilities:**Provided overall vision and direction.
 - Drove innovation and ensured the organization remained at the forefront of technology trends.
 - Built and maintained relationships with key stakeholders.

EquiText Lead Android Mobile Application Developer & Java Developer March 2017 - August 2018 (1 year 6 months) Rajkot, Gujarat

- Developed innovative and intuitive Android applications, providing technical expertise and leadership.
 - **Responsibilities:**Designed software architecture and UI concepts.
 - Led development and design teams.
 - Translated designs into high-quality code.
 - Designed, built, and maintained Java code.
 - Ensured application performance and quality.
 - Managed code on Bit-bucket and Jira tickets.

Business Texter Inc Lead Android Mobile Application Developer & Java Developer March 2013 - March 2018 (5 years 1 month) Rajkot, Gujarat

- Developed innovative and intuitive Android applications, providing technical expertise and leadership.

Responsibilities:

- - Designed software architecture and UI concepts.
 - Led development and design teams.
 - Translated designs into high-quality code.
 - Designed, built, and maintained Java code.
 - Ensured application performance and quality.
 - Managed code on Bit-bucket and Jira tickets.

Certifications:

- Android
- Certified Scrum Master (CSM)
- Agile Scrum Master
- Aapna Lean Methodology
- Agile Scrum Foundation

Education

- **A.M.I.E.T.E:** Bachelor of Technology (B.Tech.), Information Technology (2008 - 2014)
- **Vidyaniketan:** Bachelor of Engineering (B.Eng.), Information Technology (2008 - 2012)