

MD Nazmul Hassan

AI Engineer & Director of Engineering

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PROFESSIONAL SUMMARY

Results-driven engineering leader with **14+ years** building scalable enterprise platforms and production **Generative AI systems**. Proven track record architecting agentic AI workflows, LLM orchestration (LangGraph, OpenAI, Anthropic, Azure OpenAI), and cloud-native SaaS products serving **20+ global B2B clients**. Expert in CRM integration ecosystems, event-driven microservices, and leading high-performing engineering teams from prototype to AppSource-listed products.

CORE SKILLS

Generative AI	OpenAI, Anthropic, Gemini, Azure OpenAI, LangGraph, Agentic AI, RAG, Prompt Engineering, Portkey Gateway, Vector DBs	Backend	Java, Spring Boot, Node.js, REST APIs, Microservices, Apache Kafka, System Design
Data	PostgreSQL, MySQL, Redis, Custom ETL, CRM Connectors, Event-Driven Architecture	Frontend	React, TypeScript, Chakra UI, JavaScript, AngularJS
Cloud & DevOps	AWS, Azure, Docker, CI/CD, GitHub Actions, Prometheus, Grafana	Leadership	Engineering Management, Architecture Reviews, Mentoring, SOC 2 / ISO 27001, Product Strategy

PROFESSIONAL EXPERIENCE

Director of Engineering

Nov 2021 — Present

DemandFarm Inc. · Pune, India

- Architected an **agentic AI system** transforming CRM data and call recordings into actionable account insights using LangGraph, Azure OpenAI, and Portkey AI Gateway.
- Created **Account Central**, a CRM-agnostic B2B Key Account Management platform listed on Microsoft AppSource; automated upsell/cross-sell discovery for sales teams.
- Designed scalable, modular **ETL connectors** for Dynamics 365, Zoho, HubSpot, Pipedrive, Outlook, Teams Transcripts, and Google Calendar — serving 20+ global enterprises.
- Implemented event-driven microservices with **Apache Kafka** and centralized observability via Prometheus & Grafana across distributed clusters.
- Led **20+ enterprise implementations** and 10+ automation projects; drove 20+ VAPT cycles ensuring SOC 2 and ISO 27001 compliance.

Principal Product Engineer

Apr 2017 — Oct 2021

DemandFarm Inc. · Pune, India

- Built enterprise Account Planner with Java Spring MVC, MySQL & AngularJS — finance heatmaps, org charts, and PowerPoint export for account reviews.
- Developed native KAM apps (Orgchart & Account Planner) for **Microsoft AppSource** with deep Dynamics 365 CRM integration via SDK and Web APIs.
- Shipped a modern **React + Chakra UI** web application; mentored 10+ engineers through code reviews and performance feedback.
- Delivered CRM connectors and event-driven integration workflows for 20+ global B2B clients.

Product Engineer

Jul 2013 — Mar 2017

DemandFarm Inc. · Pune, India

- Customized SugarCRM CE into the original KAM prototype with planning, engagements, invoicing, and account dossier modules.
- Evolved prototype into a full product that secured **angel investor funding** and became the standalone entity DemandFarm.

Java Developer

Aug 2011 — Jul 2013

Krishagni Solutions Pvt. Ltd. · Pune, India

- Enhanced **caTissue / OpenSpecimen**, a clinical biospecimen data management system, streamlining lifecycle management and translational research workflows.
- Tech stack: Java, Apache Struts, JavaScript, DHTMLX.

KEY PROJECTS

Kampanion AI — LLM Assistant for Key Account Management

LLM-powered assistant using LangGraph multi-step workflows for contextual account insights and role-aware recommendations. Stack: LangGraph, Azure OpenAI, Portkey Gateway, RBAC.

CRM Integration & Automation Platform

High-scale custom ETL pipeline with AWS SQS, Apache Kafka, n8n, Make.com, and Zapier. Bi-directional sync across HubSpot, Salesforce, Dynamics 365, Zoho, Pipedrive, Outlook, Teams, and Gong.

Account Central — CRM-Agnostic KAM Platform

B2B platform for sales leaders automating growth planning. Java 21, Spring Boot, PostgreSQL, React, TypeScript. Listed on Microsoft AppSource.

EDUCATION

Master of Science, Management Science

Department of Management Science, Aurangabad · 2011

Bachelor of Science

Indraprastha Engineering College, Ghaziabad · 2008

CERTIFICATIONS

Claude 101

Anthropic · 2026

Practical GitHub Copilot

LinkedIn Learning · 2025

Practical GitHub Actions

LinkedIn Learning · 2025

Redis Essential Training

LinkedIn Learning · 2024