

KUNAL KHANNA

SENIOR FULL-STACK ENGINEER & TECHNICAL LEAD

info@kunalkhanna.me • +91 8058888779 • kunalkhanna.me • linkedin.com/in/kunal-khanna-team-leader • github.com/kkhannalucenta

PROFESSIONAL SUMMARY

Senior Full-Stack Developer and Technical Lead with 10+ years of experience designing, building, and scaling CRM, SaaS, and scalable digital architecture. Proven track record of turning complex business requirements into high-performance, scalable solutions that drive productivity and growth. Expert at leading cross-functional teams, managing delivery pipelines, and architecting resilient backend systems across the entire software development lifecycle (SDLC).

CORE SKILLS

Programming Languages: PHP, JavaScript, Python, Node.js, TypeScript

Frameworks & Libraries: Laravel, Vue.js, React, Next.js, CodeIgniter, jQuery, Express

Databases & Cloud: MySQL, MongoDB, Supabase, Redis, AWS, Azure, GCP, Sentry

Third-Party Integrations: Twilio, SendGrid, Zapier, Stripe, Auth0, Mixpanel, Lob, Real Estate Data APIs

Architecture & Process: REST APIs, GraphQL, Microservices, CI/CD, Docker, Kubernetes, Testing/QA

Leadership & Core Areas: Technical Leadership, System Architecture, Design & SEO Coordination, Delivery Ownership, Code Review, Mentoring

PROFESSIONAL EXPERIENCE

Team Leader • Lucenta Solutions

Jan 2022 - Present

- **Delivery Ownership:** Managed high-stakes project lifecycles for global clients, ensuring consistent adherence to timelines through proactive risk mitigation.
- **Architectural Leadership:** Spearheaded the design of scalable backend architectures, leading to significant performance gains across multi-tenant CRM systems.
- **Engineering Excellence:** Instituted rigorous code review patterns and automated testing workflows, drastically reducing production incidents.
- **Strategic Partnership:** Consulted with business stakeholders to align technical roadmaps with product growth and market demands.

Senior Web Developer • Lucenta Solutions

Jan 2019 - Dec 2021

- **Legacy Transformation:** Spearheaded the technical overhaul of legacy real estate platforms, significantly improving system stability and load times.
- **Technical Mentorship:** Mentored junior and mid-level developers, fostering internal growth and enhancing overall team engineering capacity.
- **Database Engineering:** Optimized complex MySQL architectures for high-volume data, maintaining sub-second query speeds across millions of records.

Web Developer • Lucenta Solutions

Jan 2016 - Dec 2018

- **Frontend Development:** Developed responsive, user-friendly UI using HTML, CSS, JavaScript.
- **Performance Loading:** Improved frontend elements to reduce load times.
- **Quality Assurance:** Conducted testing to identify and troubleshoot issues.
- **Backend Logic:** Implemented backend logic in PHP for seamless operations.
- **Database Structure:** Designed and managed MySQL database structures.

Web Developer • Karni IT Service Pvt Ltd

Dec 2014 - Jan 2016

- Built and maintained client websites using PHP and MySQL, troubleshooting bugs, and integrating database structures.

Trainer & Developer • Girnar Technology

Sep 2013 - Dec 2014

- Developed web utilities and conducted technical training sessions on basic programming constructs, OOP PHP, and databases.

SELECTED PROJECTS

CRM System for Lead Management & Automation - *Lead Developer*

Tech: Laravel, PHP, MySQL, Vue.js

Challenge: Businesses struggled with manual lead tracking and disjointed customer data. **Key Work:** Automated lead tracking and follow-ups; designed intuitive dashboard; optimized query response. **Result:** Streamlined business operations and improved lead handling efficiency.

Real Estate Platform with Data & Workflow Automation - *Full Stack Developer*

Tech: Laravel, JavaScript, MySQL, AWS

Challenge: Real estate firms needed to manage massive property datasets. **Key Work:** Integrated automated property retrieval, advanced filters, and marketing workflows. **Result:** Reduced manual operations and improved investment decision speed.

SaaS Dashboard for Business Management - *Senior Developer*

Tech: Laravel, React, MySQL, API Integration

Challenge: Lack of a centralized scalable platform for user management. **Key Work:** Built modular microservices, custom admin controls, and optimized backend APIs. **Result:** Delivered a fast, secure, and user-friendly portal for daily operations.

AcePrep - *Lead Architect & Developer*

Tech: Next.js, OpenAI, Supabase, Node.js

Challenge: Generic learning tools failed to address individual student retention gaps. **Key Work:** Designed real-time tracking engine with AI-generated personalized study plans. **Result:** Boosted student retention by 42% for 50,000+ active users.

Profit Closer CRM - *Team Lead & Developer*

Tech: Laravel, React, AI Voice Synthesis, AWS

Challenge: Insurance agents lost high-intent leads due to manual follow-up overhead. **Key Work:** Built automated sequences, voice drops, and predictive lead scoring. **Result:** Reduced manual follow-up overhead by 65% and increased closure rates by 28%.

REIControl - *Technical Lead*

Tech: PHP, MySQL, Omni-channel Engines, React

Challenge: Investors lacked a unified platform for cross-platform marketing campaigns. **Key Work:** Architected a push-button campaign engine and property record database. **Result:** Maintained 99.9% uptime while managing millions of critical records.

EDUCATION

Master of Commerce (M.Com - ABST)

Rajasthan University

Bachelor of Commerce (B.Com)

Rajasthan University