Chinmay Annadate

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Software Engineer

Founding Software Engineer with proven experience launching and scaling a sales outreach platform from 0 to 1 at Shoden. Expert in designing user-facing features, building robust data pipelines, and integrating core GTM stack technologies. Passionate about owning the end-to-end product lifecycle to deliver high-impact user experiences.

WORK EXPERIENCE

Shoden • **Dublin, County Dublin, Ireland**   **Feb 2024 - Present**

Software Developer • **Full-time**

Founding engineer

- Led the v2 platform rebuild, transitioning to a fully-automated model that scaled user outreach capacity by 1000x.
- Engineered core product features and integrations (HubSpot, Slack) that saved users 30+ minutes daily, boosted engagement by 50%, and increased conversions by 10%.
- Modernized the tech stack by migrating the legacy Chrome extension to Plasmo (+80% performance) and launching the company's first website (Astro) to acquire the initial user base.
- Developed key internal tools, including a super-admin panel with user impersonation that cut customer support resolution time by 40%.
- Architected next-generation features, including a 'Sequence Builder' (projected +70% engagement) and an automated lead pipeline (projected to save users 2-3 hours weekly).

Software Development Intern • **Internship**

Founding engineer. Insisted on an internship before joining full time because of university requirements.

- Spearheaded the 0-to-1 development of the v1 Web App (Next.js) and Chrome Extension (Angular), launching the MVP to the first 5 paying customers within three months.

EDUCATION

B.Tech in Computer Science and Engineering • Walchand Institute of Technology (9.73 CGPA)   Jun 2024

Honours in AI-ML.

12th Grade in Science • Global Indian International School (92 %) • Pune   Jun 2020

10th Grade • Podar International School (90.4 %) • Pune   Jun 2018

SKILLS

- **Frontend:** Angular, Astro, Chrome Extensions (Plasmo), Databases, HTML/CSS, Next.js, React, TypeScript
- **Backend:** Alembic, FastAPI, Python, SQLAlchemy
- **Integrations:** Courier, Google/MS OAuth, HubSpot, Slack, Stripe
- **Databases:** Firestore, PostgreSQL