

Baraar Sreesha Sreenivas

Applied AI & GTM Systems Engineer

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PROFESSIONAL SUMMARY

Applied AI and GTM Systems Engineer with 2.5+ years shipping production agentic workflows, enterprise RAG assistants, and intelligent integrations. Architect FastAPI LLM services, custom API connections, and automated data pipelines to Salesforce, HubSpot, and SAP. Proven record in customer-facing technical delivery, rapid prototyping, and cost-aware, high-reliability automation.

TECHNICAL SKILLS

GenAI Engineering: Python, FastAPI, LLM APIs (OpenAI, Anthropic), LangChain, LangGraph, LlamaIndex, CrewAI, AutoGen, Agent Zero, prompt engineering, tool calling, multi-agent coordination, observability (LangSmith, Langfuse, Phoenix), guardrails, evals

RAG, Data & Backend: RAG (vector/vectorless), Qdrant, Pinecone, FAISS, document parsing (OCR), data pipeline integrations, SQL, Snowflake, dbt, REST APIs, JSON, MongoDB, Docker, microservices

GTM, RevOps & Automation: Clay (waterfall enrichment, AI formulas), n8n, Make, Zapier, HubSpot, Salesforce, Apollo, ZoomInfo, lead sourcing, scoring, intelligent routing, CRM automation, outbound personalization

Deployment & Product: Docker, containerized microservices, Git, CI/CD, React, Flask, Figma, secure auth, system monitoring, dashboards, low-code/no-code integrations

PROFESSIONAL EXPERIENCE

Motiveminds Consulting Pvt Ltd

Jul 2025 – Present

Senior Software Engineer — GenAI & Solutions Architect

Bengaluru, India

- Partner directly with enterprise clients to design and deliver production-ready GenAI workflows over SAP and Salesforce under strict latency and reliability SLAs.
- Architect agentic workflows featuring tool calling, multi-step execution, and structured JSON outputs; set up Phoenix observability and LangChain evaluations to ensure 95%+ accuracy.
- Build containerized FastAPI RAG knowledge assistants over internal documents using retrieval, grounding, and hallucination-control patterns.

W3 SaaS Technologies Ltd.

Jan 2025 – Jul 2025

Software Engineer (GenAI / GTM)

Remote — Dubai International Financial Centre

- Improved lead generation efficiency by 20% by building automated GTM pipelines integrating Clay, n8n, Apollo, HubSpot, and Salesforce APIs into a repeatable lead intelligence engine.
- Accelerated outbound lead generation by 50% by automating prospect research and AI personalization with custom API connectors and data routing.
- Engineered Dockerized Python and FastAPI microservices for financial workflows, balancing performance, data security, and latency.

Blockchain Laboratories

Jul 2024 – Dec 2024

GenAI Research Intern

Remote — Wyoming, United States

- Developed multi-agent prototypes using LangChain, LangGraph, CrewAI, AutoGen, and Agent Zero to benchmark orchestration stability and task decomposition.
- Improved RAG and multi-agent performance by 25% through advanced vector search, document chunking, and retrieval evaluation loops.

Hyderabad Forex Limited

Apr 2024 – Aug 2024

Full Stack Developer

Hyderabad, India

- Reduced manual data entry by 40% and onboarding turnaround by 30% by deploying an OCR KYC pipeline with secure FastAPI REST APIs.

SELECTED PROJECTS (FRACTIONAL & INDEPENDENT)

AI-SDR Outbound Automation (Fractional Build) — Clay, n8n, Apollo, HubSpot, OpenAI, Python

- Designed and deployed a production Clay + n8n outbound engine running account research, AI personalization, and HubSpot routing; reduced SDR prep time and increased response rates.

Lead Intelligence Engine (Fractional Build) — Python, Clay, Apollo, ZoomInfo, HubSpot, n8n, SQL

- Built an end-to-end lead intelligence pipeline that sources, enriches, scores, and routes accounts into HubSpot/Salesforce with SQL and Python.

EDUCATION

JSS Science and Technology University

Jan 2020 – Jan 2024

Bachelor of Engineering, Computer Science

CERTIFICATIONS

LangChain — Chat with Your Data • DeepLearning.AI — Generative AI for Everyone • DeepLearning.AI — Introduction to Generative AI • CrewAI — Multi-Agent Systems • Dell Technologies — AI-THON

LANGUAGES

English (Full Professional) · Hindi (Professional) · Kannada (Native) · Telugu (Native)