Yatharth Verma

Senior Software Engineer · Backend / Full Stack

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SUMMARY

Senior backend/full stack engineer with 5+ years, including two YC-backed startups (Topo and Artisan, both YC W24), building high-volume CRM integrations, outbound email systems, and fault-tolerant workflows in Python and TypeScript. Ships production LLM features inside core sales workflows.

EXPERIENCE

Senior Software Engineer Aug 2024 – Sep 2026

Topo (YC W24) · Paris, France (Remote)

- One of 3–4 engineers reporting directly to the CTO; wrote technical specs for new features, finalized designs in CTO review, and owned delivery from design to production.
- Owned bidirectional HubSpot sync for 200+ customers (50K–100K leads/day), with async webhook processing, per-entity source-of-truth rules, and conflict resolution. Cut sync failure rate from ~5–10% to near zero with 1–5s CRM-to-Topo latency, and virtually eliminated sync-related support tickets.
- Led design and full stack build (FastAPI, Next.js) of the Tasks & Daily Sales Workflow, a unified email, call and LinkedIn workspace used daily by 800–1,000 sales reps (10K–20K tasks/day). Replaced separate inbox, lead approval and to-do flows, so reps reliably follow up on replies and approvals.
- Built fault-tolerant Temporal workflows running long-lived CRM sync for 200+ customers and absorbing bulk webhook bursts of up to 10K owner-sync workflows, with pause/resume/detach lifecycles and automatic recovery from failures and external CRM changes.
- Scaled outbound infrastructure to 20K–40K emails/day and built sequence analytics and sending-health diagnostics. Brought lead-management load times under 0.6s via pagination, indexing, query optimization and caching.
- Shipped LLM-powered reply drafts and call icebreakers inside reps' daily workflow, generating ~50K per week across customers.

Senior Software Engineer Dec 2023 – Aug 2024

Artisan AI (YC W24) · San Francisco (Remote)

- Raised email deliverability from 50% to 95% by overhauling sending logic, email quality checks, and filtering.
- Hardened the email scheduler to reliably process 10K+ emails/day for automated outbound campaigns.
- Built real-time analytics for lead and email activity, giving customers and the team visibility into campaign performance.
- Rebuilt the end-to-end subscription and billing lifecycle on Stripe, reducing manual billing fixes and support requests.
- Built HubSpot and Salesforce integrations for lead sync and engagement workflows.

Senior Software Engineer (promoted from Software Engineer) Jun 2021 – Dec 2023

LeadSquared · Bangalore, India

- Automated production releases and regional infrastructure provisioning, replacing manual DevOps steps with faster, repeatable deployments.
- Automated RDS upgrade workflows, reducing database upgrade downtime to 2–3 minutes and eliminating recurring manual work for the DevOps team.
- Built internal DevOps tooling for controlled database access, approval workflows, notifications, and scheduled log reporting across clusters, regions and environments.
- Sped up Advanced Search, a high-traffic product workflow, through caching and backend optimizations.

SKILLS

Languages & Frontend: Python, TypeScript, JavaScript, SQL, React, Next.js, Tailwind CSS

Backend & Distributed Systems: FastAPI, Node.js, REST APIs, SQLAlchemy, Temporal, async webhook processing

Databases & Search: PostgreSQL, MySQL, Redis, Elasticsearch

Infrastructure & Observability: AWS (EC2, S3, RDS, Lambda), Terraform, Datadog (metrics, distributed tracing)

AI & Integrations: LLM APIs (OpenAI, Anthropic, Gemini), HubSpot, Salesforce, Stripe

AI Dev Tools: Claude Code, Cursor

EDUCATION

Lovely Professional University 2017 – 2021

B.Tech, Computer Science & Engineering · CGPA 9.0/10 · Jalandhar, India