

Sumit Gupta

Engineering Leader with 15 years of experience leading high performance and self motivated teams delivering large scale web applications.

I connect tech investments to business outcomes creating impact and delight for the customer; and meaningful growth, pride and joy for my teams.

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Amsterdam, Netherlands

EXPERIENCE

Booking.com, Amsterdam — *Team Lead & Developer*

2014 - PRESENT

Led the below teams of 6-8 Developers, Designers and Data Scientists :-

Marketing - Responsible for products embedded on 3rd party websites as widgets, driving demand to Booking from partners like airlines, banks, travel blogs, etc.

Machine Translations - Trained, build and deployed Neural Network Models to translate Hotel Descriptions, Guest Reviews and other text content using RNNs and Attention based Transformer models.

B.Home Infra - Responsible for handling all Booking Home related infra services to store, process and retrieve partner information, to be consumed by upstream services.

91Mobiles, Gurgaon, India — *VP of Engineering*

2012 - 2013

Build and led a team of 10+ engineers for the leading Indian comparison shopping website. Setup systems and processes to ensure good engineering practices while scaling up the organisation.

Yahoo, Bangalore, India — *Technical Lead*

2010 - 2012

Led multiple teams and successfully managed the development and maintenance of Yahoo SEA / LATAM movies and EU sports sites.

SaleRaja, Delhi, India — *Co-founder & CTO*

2007 - 2009

Designed and developed the entire code base. As a co-founder, I partnered and was involved in Product, Marketing and Sales meetings and decisions.

InfoEdge, Noida, India — *Team Lead & Developer*

2005 - 2008

Started my career in LAMP technologies (Mysql, PHP, Unix, Perl, Apache, C/C++). Later took the first steps in Leadership & People Management.

SKILLS

Leadership

Coaching

Emotional Intelligence

Conflict Resolution

Long Term Vision & Planning

Analytical / Critical Thinking

Distributed Systems

SOA / Microservices

Web Technologies

Machine Learning / AI

Natural Language Processing

Product Management

Writing

CORE VALUES

Simplicity

Courage

Integrity

Service

Empathy

Compassion

Fairness

Growth Mindset

EDUCATION

Jaipur Engineering College, Rajasthan — Bachelor of Engineering in Information Technology

2001 - 2005

Nicknamed C++, I was the official geek in college. Won multiple programming contests, build numerous side projects, and had the time of my life learning the ins and outs of how computer systems worked.

St Marks School, New Delhi — CBSE

1989 - 2001

Constant top performer in school. Fell in love with computers and took the first steps towards a technical career.

OTHER ACHIEVEMENTS

Deploy Yourself — Amsterdam, 2016 to present

Developed a coaching and leadership philosophy which I have used to lead, coach and train tens of people. Also wrote articles regularly to reach a much wider audience. Working on writing my first book on the topic.

Travel & Street Photography — Amsterdam, 2014 to present

Learned from the best photographers and built a travel photography portfolio from Europe. Did street photography projects in Paris, Amsterdam, Kolkata and the Kumbh Mela 2019 in Allahabad.

Pick A Fight — Bangalore, 2011 - 2013

Co-founded and ran a not-for-profit to connect people 'fighting' for a cause to volunteers and resources required. Setup teams in 5 Indian cities working with various NGOs

Dandi March 2 — Bangalore, 2011

Successfully organized an anti-corruption march on 26 March 2011. 400 people walked for 11 kms in support of Jan Lokpal Bill (an anti corruption legislation)

LANGUAGES

English, Hindi - fluent

French, Dutch - basic

HOBBIES

Reading

Writing

Photography

Gardening

Movies

FAILURES & MISSED OPPORTUNITIES

Missed Growth Opportunities in Booking — Amsterdam, 2017-2018

Due to focus on my research which led to the Deploy Yourself philosophy, and efforts to establish myself as a photographer, I missed multiple growth opportunities in Booking. This has meant some short term losses, but I believe the lessons and confidence I have gained will pay off in the long term.

Lack of Specialist Technical Knowledge — Over The Years

Due to constant focus shift to entrepreneurship and changing technologies, I have developed a very broad base of technical knowledge in everything related to web applications. Having said that, I have been unable to go deep in any one technology or programming language. It has been a conscious tradeoff, but a tradeoff nevertheless.

Missed Leadership Opportunities Due to Personal Crisis — Bangalore, 2012

In 2012, I was on the top of my game after leading an anti-corruption march. I was running a not for profit organisation and a startup of my own. I had big plans in 2012, but I couldn't handle the pressure when I lost my mother to cancer. As a result, I lost all momentum and massive leadership opportunities.

Shutting Off SaleRaja Too Soon — Bangalore, 2009

After operating SaleRaja for 2.5 years, we decided to shut it down as we were not getting much traction. What I couldn't see was a massive Indian e-commerce expansion from 2010 onwards, as smartphones penetrated the masses and internet usage went up. It was the perfect time for a pivot, and I should have persevered.

Rejecting a Funding Opportunity with SaleRaja — New Delhi, 2008

We co-founders got an early opportunity for funding from an experienced entrepreneur. But we blew him off because we thought we could do it on our own. In retrospect, I think we let our ego get the better of us and his experience would have been valuable.

Unable to Secure Admission in IIT — New Delhi, 2001

I spent all my days and nights programming in high school, often to the detriment of other subjects. Due to this, I could not secure admission in IIT, which was my first choice engineering college. I learned the importance of Balance from this experience.