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Nishkarsh Raj

Summary

Practice Leader for FinAIOps, Platform Engineering, and Observability with 6+ years building and selling enterprise platform programs to Fortune 500 buyers. Grew an enterprise developer experience product from zero to $2M ARR and delivered $7M+ in documented client infrastructure savings. Now scaling a global practice across five markets from India HQ. Three-time GitHub Stars Award Winner and SREDay Community Ambassador.

Skills

FinAIOps & AI: Amazon Bedrock (Claude), AI-native cost optimization, agentic remediation, multi-cloud scanning (AWS + GCP), FastAPI, custom AI agents

Cloud & Platform: AWS (EKS, RDS, EC2, S3, KMS, MSK), Azure (AKS), Kubernetes, Terraform, Terragrunt, Helm, Helmfile, Backstage.io, FluxCD, Karpenter, Istio, Docker

Data & Observability: Strimzi Kafka Connect, Snowflake, Apache Airflow, CloudNativePG, OpenTelemetry, Dynatrace, New Relic, Prometheus

DevOps & Languages: GitHub Enterprise (Actions, Copilot, Advanced Security), GitLab CI, Python, Bash, Go, Java

Experience

Practice Leader — FinAIOps & Platform Engineering, StatusNeo *08/2026 - Present*

Gurugram, India

- Leading global FinAIOps, Platform Engineering, and Observability practice from India HQ, taking offerings to market across five markets: the US, UK, South Africa, Middle East, and Australia
- Won and delivering a commercial Backstage.io partnership with Spotify, packaging enterprise Developer Experience as a repeatable Fortune 500 offering

Platform Engineering Architect, StatusNeo (Consulting) *07/2024 - 07/2026*

Jersey City, NJ | Client: Caesars Entertainment

- Architected the regulatory data platform across 3 EKS clusters, 15 AWS accounts, and 35 US states, leading a zero-downtime Graviton migration of 100+ nodes that cut compute costs 40%
- Built AI-powered FinOps platform (AWS Bedrock + FastAPI) scanning 15 accounts, delivering $2M in documented annual savings; drove a further $5M through RDS right-sizing, S3 Intelligent Tiering, and KMS batch processing (94% reduction)
- Designed 536-connector Kafka Connect pipeline (Snowflake/S3 sinks), cutting Snowflake API calls 50% and eliminating rate limiting through topology and buffer tuning
- Reduced P0 incidents from 1,000 to 40/quarter through self-healing GitOps, OpenTelemetry, and automated RCA workflows

Principal DevOps Engineer, StatusNeo (Consulting) *01/2022 - 07/2024*

Gurugram, India | Clients: Broadcom, McKinsey, William Hill

- Led RearPortal (Backstage.io product) from 0 to $2M ARR, securing Broadcom and McKinsey as anchor clients
- Conducted DevSecOps maturity assessment across Broadcom acquisitions (CA, Symantec, VMware), winning $1M+ follow-on work
- Built IDP for William Hill's 150+ engineers with 300+ self-service patterns, reducing market launch from 6 months to 2 weeks
- Led GitHub Enterprise migrations for 2000+ developers (SVN/Bitbucket to GitHub), completed 2 months ahead of schedule

Founding Engineer, StatusNeo *02/2020 - 01/2022*

Gurugram, India

- Founding engineer (employee #5) through scale to 500+ people across India, UK, Middle East, and USA; established the Backstage.io Center of Excellence that became the firm's enterprise Developer Experience practice
- Delivered AI model orchestration platform for Reliance Jio University (Kubernetes, Seldon Core, gRPC) sponsored by the Chief Data Officer, establishing the client's AI platform practice

Education & Awards

University of Petroleum and Energy Studies, Dehradun, India *07/2017 - 05/2021*

B.Tech Computer Science (CGPA: 9.64), Gold Medalist (1st of 900), Dean's List All Semesters

- **Awards**: GitHub Stars (2021-23) by Microsoft | SREDay Community Ambassador (2026) | GitHub Advanced Security, Administration & Actions Certified
- **Speaking**: SREDay NYC, London, SF, Seattle | GitHub Satellite India | KonfHub