

Samarth Jain

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Technical Product Manager (ex-engineer) who ships and scales integrations end to end. Recent work has driven \$150K+ in enterprise deal wins and \$250K+ in projected pipeline.

Professional Experience

COMMON ROOM INC.

Jan. 2025 - Present

Product Manager, Remote

- Led the LinkedIn Ads integration from customer discovery through beta, enabling customers to dynamically push audiences to LinkedIn, projected to drive \$250K+ in pipeline by year end.
- Owned the end-to-end revamp of Salesforce's customer-facing UX, from customer discovery and feedback iteration through engineering delivery, reducing implementation time and customer confusion by 63% (2 hours to 45 minutes) for 947 customers.

Full-Stack Engineer, Remote

Skills: AWS, Typescript, Postgres, Docker, Redis, Kafka, Clickhouse

- Built and launched a Gong integration that surfaced key insights, directly driving \$150K+ in enterprise deal wins.
- Engineered and maintained Common Room's Salesforce CRM integration, the platform's most business-critical integration, shipping new features for 947 customers.
- Mentored a new engineer, onboarding them onto Common Room's engineering practices and codebase.

DEEPSCRIBE

Dec. 2022 - Jan. 2025

Full-Stack and ML Infra Engineer, Remote

Skills: Terraform, CI/CD, DevOps, GitHub Actions, AWS, Typescript, Postgres, Mongo, Docker, React, Redis, Kinesis

- Streamlined AI deployment, which led to a ~84% AI cost reduction over 3 months.
- Architected the DevOps for the ML and the Platform teams, enabling a consistent and 3x faster release-to-production.

ORACLE

Mar. 2021 - Dec. 2022

Software Engineer IC2, New York City

Skills: C, Perl, Linux Kernel Drivers, CI/CD, Crash / GDB, Command-line tools such as grep, awk etc.

- Contributed to the development and maintenance of two highly optimized Linux Kernel Drivers for Oracle DB.
- Developed a feature protecting volume metadata from unauthorized I/O, enhancing customer satisfaction for 97 of the Fortune 100 companies.

Education

University of Illinois at Urbana-Champaign (UIUC)

Aug. 2016 - Dec. 2020

Bachelor of Science, Computer Engineering

Certifications

B1 Certification in French

Awarded by McGraw Hill Education

AWS Certified Cloud Practitioner

Cloud best-practices and AWS services