

NIKHIL KUMAR

SOFTWARE ENGINEER | DISTRIBUTED SYSTEMS & CLOUD PLATFORMS

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PROFESSIONAL SUMMARY

Software engineer with **8+ years** owning distributed systems from architecture to production at Microsoft, Salesforce, and MakeMyTrip. Delivered multi-region billing and **3x growth in consuming tenants**.

PROFESSIONAL EXPERIENCE

Microsoft | Software Engineer II | Mar 2022 - Present | Hyderabad (Remote)

Consumption Billing System

- Owned end-to-end delivery of a **multi-region consumption-billing pipeline integrating 6+ cloud services** for Microsoft Purview. Combined **Scala/Apache Spark** aggregation with **C#.NET services on Azure Service Fabric** to deliver invoice-ready usage records to Microsoft's commerce platform.
- Designed **three-layer deduplication** using Spark window functions, historical lookback joins, and atomic **Redis** operations to protect invoice accuracy across batches, processing windows, and downstream delivery.
- Created reusable infrastructure templates for **multi-region cluster deployments**; hardened network perimeters, firewall rules, and IP allowlists to reduce exposure of billing-critical services.
- Extended Purview billing to **U.S. government clouds** with isolated identity, access, and network controls, enabling consumption-based billing for public-sector customers.

Consumption Reporting and Auditability

- Delivered a pipeline with **deterministic reporting and billing aggregates** linked to raw usage records, enabling charge traceability and consumption investigation across different reporting dimensions.
- Presented **Kusto-backed consumption reporting and auditability** capabilities to senior leadership at Microsoft's annual engineering summit in Redmond.

Free Trials and Product Growth

- Launched free-trial experiences backed by **tenant-scoped offer APIs and consumption tracking** across **16 offerings** for **5,000 enterprise/SMB tenants**; reached **3,981 tenants** through in-product discovery.
- Grew active consuming tenants **77 to 234 (3x) in six weeks**; **35% adopted 2+ products** and 18% adopted 3+. The strongest product funnel achieved **87.9% trial-to-active-use conversion**.
- Built conversion tracking and delivered **9+ weeks of funnel telemetry**, flagging tenants at **80%+ free-unit usage** for sales follow-up and exposing weeks 2-5 adoption drop-offs to inform retention priorities.

DLP Migration Assistant

- Co-owned the backend of a publicly released desktop assistant automating **Symantec/Forcepoint DLP policy migration to Microsoft Purview**, replacing weeks of manual work with a guided workflow.
- Built the **policy-mapping engine** to parse XML exports and SQL backups, translate sensitive data types, regex, and keyword lists, and generate Microsoft configuration scripts.
- Adopted by **40+ enterprise customers, each migrating 1,000+ policies**; published on GitHub and referenced in official Microsoft documentation.

github.com/OfficeDev/DLPmigrationassistant

Salesforce | Member of Technical Staff | Mar 2021 - Mar 2022 | Bengaluru

- Built **platform-wide asynchronous job notifications** to improve operational visibility; designed a flexible **licensing and entitlement framework** supporting enterprise B2B product offerings.

MakeMyTrip | Software Engineer | Jul 2018 - Feb 2021 | Gurugram

- Built an in-house **Java/React CRM** to reduce third-party licensing costs and improve onboarding and query resolution; delivered agent scheduling and real-time reporting for sales and post-sales.

TECHNICAL SKILLS

Languages/frameworks: Java, C#, Scala, Python, JavaScript; .NET, Spring Boot, Apache Spark, React

Cloud: Azure Event Hubs, ADLS Gen2, Service Fabric, Redis, Azure Data Explorer/Kusto, Key Vault

Architecture/tools: Distributed systems, microservices, event-driven architecture, REST APIs, Git, Jenkins

EDUCATION AND RECOGNITION

B.E., Netaji Subhas Institute of Technology, University of Delhi | 2014 - 2018

Best Performing Team, MakeMyTrip (2019) | INSPIRE Scholarship (SHE), Government of India