Achintya **Kumar**

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Work Experience

Palo Alto Networks *Santa Clara, CA*

SOFTWARE ENGINEER 2- FIREWALL AS A SERVICE *Nov. 2023 - Present*

- Led the Cloud NGFW integration with Palo Alto Networks SSO, enhancing security, user experience, and contributing to customer growth. Implemented support for users to be shared across tenants and maintained backwards compatibility with both Cognito and Okta SSO login systems.
- Streamlined subscription process by migrating the AWS Marketplace subscription experience from Moonwalk to Quick Launch; completed within a tight three-week timeline, demonstrating capability in rapid knowledge transfer, high-quality code delivery, and cross-team communication.
- Spearheaded the development of CloudNGFW AppUsage, leveraging Go for a high-performance Kubernetes microservices infrastructure that enhances traffic visibility for customers. Key feature for securing a $2m enterprise deal with Mastercard. Integral in the microservices architecture design which utilized AWS EKS, ECR, Docker, Kubernetes and CDK to outperform current serverless design and thus be adopted for future projects.
- Boosted enterprise customer acquisition by 30% through leading development of the Tiered Billing project. Delivered a competitive pricing model update, optimized AWS billing architecture to improve performance, and created a new billing visualization dashboard for users.

SOFTWARE ENGINEER- FIREWALL AS A SERVICE *July. 2022 - Oct. 2023*

- Drove customer acquisition growth and achieved direct monetary impact by co-leading the development of the AWS Private Offers feature; securing >$1m in contracts with Gartner & BP by enabling discounted SaaS deals for Cloud NGFW.
- Rapidly developed and deployed a secure mTLS-based API Gateway Infra for CNGFW integration with Panorama for critical product demos
- Lead developer of a customer onboarding workflow tracking system, integrating event tracking with BigQuery DataLake for building dashboards to help visualize customer acquisition flow and key dropoff points. Served as the modular foundation of future product insights infra.
- Designed and implemented a modular Sendgrid based email notification system for sending customer updates on billing, contracts and user management; seamlessly integrated with Lambda and SQS to provide a highly available platform for production sending 500+ emails per month.

InstaJam, LLC *Remote*

CEO/CO-FOUNDER *Jan. 2020 - Present*

- Co-founder and CEO of defense industry start-up focused on Electronic Warfare (EW) jamming detection and countermeasures. Patent Pending
- **Raised $2m in funding**: awarded Department of Defense STTR Seq. Phase 2 [$1.3m], Phase 2 [$750k] and STTR Phase 1 grant [$50k]
- PI (Principal Investigator) for all grants, managing product requirements delivery to meet KPIs. Led a team of ~10 across multiple organizations developing a mobile ATAK app for warfighters to detect and communicate instances of radio jamming; improving efficiency on the field by 90%
- Successfully pitched the business case at multiple field testing events and garnered extensive support from executives across the Air Force and Pentagon such as ACC A3J/A5R, 93rd AGOW, 805th Test Squadron, Special Warfare Directorate HQ to sponsor our company.
- Fostered a business relationship with PhDs at the Duke University ECE Department & Applied ML Lab to support research work in developing Jamming classification ML algorithms and a direction finding approach. Delivered product requirements, supported building out simulation platform for data generation, and managed delivery + integration of model into to meet Air Force partner requirements.
- Headed our relationship with defense prime Booz Allen Hamilton and led integration work between their Nexus backend platform and our frontend.
- Managed the partnership with Notch Inc, a leader in metamaterial solutions that enable antennas to be electronically controlled for beamforming to support our portable direction finding solution. Led the integration work with multiple mesh network companies (Gotenna, Somewear) to allow data collected on our edge platform to be collected across nodes for jammer localization and building a heatmap of the EW spectrum status.
- Acting CFO of the business managing all finances, expenses, and taxes.

Internships & Research

- *Amazon Robotics* - Software Development Intern (Summer 2020)
  - Innovated in tote palletization process by exploring the Mixed Reality space for efficiency improvements via data flow visualization. Designed, developed, and tested a custom MR app for the Microsoft HoloLens 2 and utilized a cloud-native approach to integrate the app with AWS.
- *Duke University Intelligent Interactive Internet of Thing Lab* - Undergrad Researcher (Fall 2020)
  - Explored the impact of POSE information in advanced computer vision algorithms like YOLOv4. Developed an automated platform in Unreal Engine 4 to collect data of photo-realistic ArchViz scenes and summarized key findings and results in Independent Study Research Paper.
- *NetApp* - Software Development Intern (Summer 2019, 2020)
  - Automated email analysis, saving 10 hrs/week for security analysts. Created custom case tracking tool with VueJS for Support Engineers.

Skills

Languages	Python (4 yrs), Go (1 yr), Java (2 yrs), Swift, C, C#, JavaScript
Technologies	Docker, Kubernetes, Git, Datadog, CI/CD (Jenkins, Gitlab), Pytest, Mockito, JSON, SQL, Sendgrid, VueJS, API Design
Cloud	AWS (EC2, Lambda, DynamoDB, SQS, SNS, Timestream, S3, Cognito, Cloudwatch, Cloudfront, ECR, EKS, Fargate, CDK, CloudTrail)

Education

Georgia Institute of Technology *Remote / Part-Time*

M.S. IN COMPUTER SCIENCE, SPECIALIZATION IN MACHINE LEARNING *Aug. 2024 - Expected May. 2026*

Duke University *Durham, NC*

B.S. IN ELECTRICAL/COMPUTER ENGINEERING, B.S IN COMPUTER SCIENCE, MINOR IN FINANCE, GPA: 3.84/4.0, CUM LAUDE *Aug. 2018 - May. 2022*