

MAJID NISAR

Chief Technology Officer · AI Product Leadership · Engineering Org Builder

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Newsletter: The Systems Layer — linkedin.com/newsletters/the-system-layer-7422728207159865345 | Srinagar, India ·

Open to relocation (UAE/Gulf) & remote

EXECUTIVE SUMMARY

Visionary technology leader with 18+ years building and scaling software, web, and AI-powered products across enterprise and startup environments. Currently Head of Technology at iQuasar LLC (Sterling, VA, USA), where I own the technology budget, lead a 50+ person cross-functional engineering organisation, and have delivered two flagship products from concept to production: Sahal ERP (cloud-native modular enterprise platform) and ProposalPro (AI-driven proposal automation). Additionally, solely conceived, architected, and built the Sahal AI service layer from the ground up. Recognised at SVP market level by US companies. Author of The Systems Layer, a LinkedIn newsletter on technology leadership and AI strategy. Seeking a CTO, VP Engineering, or Head of AI role with a forward-thinking product company.

CORE COMPETENCIES

- Technology Strategy & Vision
- Engineering Org Design (50+ people)
- Technology Budget & P&L; Ownership
- Product Lifecycle Management (0 to 1)
- Agile / SAFe Delivery at Scale
- Board & Investor Engagement
- OKR / KPI Definition & Governance
- Generative AI & LLM Product Development
- Cloud Architecture — AWS, Azure, GCP
- Microservices & Platform Engineering
- MLOps & Responsible AI Implementation
- DevOps, CI/CD, Docker, GitHub Actions
- Fintech, ERP, BPO & SaaS Domains
- Digital Transformation & Change Management

TECHNICAL STACK

- Languages: Python, C#, Java, JavaScript, C++
- Frameworks: React, Angular, Node.js
- Cloud: AWS, Azure, GCP, Vertex AI Studio
- Architecture: Microservices, Event-driven
- AI/ML: TensorFlow, PyTorch, RAG, LLMs, Computer Vision
- Databases: PostgreSQL, MongoDB, SQL, NoSQL
- DevOps: Docker, GitHub Actions, Jenkins, CI/CD
- Tools: Jira, Confluence, Figma, ClickUp, Visual Studio

PROFESSIONAL EXPERIENCE

Head of Technology — Software, Web & AI iQuasar LLC

Jan 2022 – Present

Global IT services & consulting firm specialising in software, cloud, and business process outsourcing · Sterling, VA, USA

Technology Budget & Organisational Leadership

- Own co-leadership of the technology budget and P&L; drive investment decisions across product, infrastructure, and talent aligned to business OKRs.
- Built and lead a 50+ person cross-functional engineering organisation (frontend, backend, mobile, QA, DevOps, UX, BA) — increased delivery efficiency by 25% and employee retention by 45%.

- Executed cloud-first infrastructure transition (AWS, Docker, microservices), reducing IT operational costs by 35% and improving system performance by 25%.
- Designed and operationalised CI/CD pipelines and DevOps practices, cutting time-to-market by 40% and improving software quality scores by 30%.

Flagship Product: Sahal ERP — Cloud-Native Enterprise Platform

- Spearheading architecture, strategy, and full-cycle execution of Sahal ERP — a modular, cloud-native ERP for service-oriented businesses (IT firms, BPOs, legal, consulting). Covers HRMS, time tracking, project delivery, billing, quality, and performance analytics.
- Led end-to-end from requirements through architecture to agile delivery; biweekly sprints, stakeholder demos, and Jira/Confluence/Figma requirements traceability system.
- Delivered 60% reduction in manual operational processes and measurably improved delivery predictability across internal business units.
- Implemented containerised dev environments, automated testing pipelines, and AWS-based CI/CD infrastructure for production readiness.

Sahal AI Service — Solo Engineering Build

- Solely conceived, architected, and built the Sahal AI service layer from the ground up — designing the AI integration framework, selecting and implementing LLM-based components, and delivering the full stack independently without engineering team support.
- Demonstrates hands-on generative AI engineering capability at the same level as strategic leadership — the only part of the Sahal platform built entirely by one person.

Flagship Product: ProposalPro — AI-Enabled Proposal Automation

- Conceived and delivered ProposalPro — an AI-assisted RFP and proposal management platform integrating smart content suggestions, version control, compliance tracking, and role-based collaboration for federal and commercial proposal teams.
- Achieved 60% faster proposal turnaround and tripled proposal throughput; direct impact on internal win-rate visibility.
- Designed intelligent workflows leveraging LLMs for content reuse, template enforcement, and automated compliance checking.

AI Strategy & Platform

- Established iQuasar's AI3 Services practice — defined SDLC methodology for AI application delivery, launched AI consultation service, and designed training programmes for AI delivery teams.
- Implemented microservices architecture increasing platform scalability by 50%; achieved 40% reduction in query response times through database optimisation.
- Elevated security posture — implemented advanced security protocols reducing system vulnerabilities by 35%.

Senior Consultant — Innovation, Projects & Technology

Nov 2021 – Mar 2022

Islamic University of Science & Technology

Centre of Excellence for Innovation (CIED) · Kashmir, India

- Advised university leadership on innovation strategy and technology-led operational modernisation; developed SOPs improving efficiency by 30%.
- Brokered and facilitated MOUs with 10+ industry partners to accelerate knowledge exchange and industry-academia collaboration.
- Mentored student teams and faculty on project execution, digital platforms, and industry-relevant technology practices.

Head of Technology & Innovation

May 2021 – Dec 2021

Rushd.vc

Venture capital firm focused on early-stage startups · Kashmir, India

- Architected scalable technology infrastructure for VC operations — deal flow management system, portfolio performance monitoring platform, and entrepreneur-facing web portal.
- Designed investment process automation tools reducing manual evaluation overhead and enabling data-driven due diligence at scale.

Vice President of Technology

Apr 2019 – May 2021

eResolute Payment Services Provider LLC

Fintech & digital solutions company · Kashmir, India

- Led product strategy and technology delivery for a portfolio of fintech products — driving scalability, security, and performance improvements aligned to market needs.
- Established QA frameworks, agile development processes, and vendor evaluation methodology; maintained competitive focus on fintech technology trends.

Senior Solutions Architect

Sep 2018 – Apr 2019

- Architected and deployed complex fintech solutions integrating multiple payment technologies and platforms; evaluated and selected technology stacks aligned to company strategy.

Senior Project Manager / Head of Software Development & DevOps

Apr 2017 – Sep 2018

- Overhauled SDLC and introduced DevOps practices — accelerating release cycles, reducing defect rates, and improving deployment reliability across production systems.

Senior Technical Executive — Technology

Dec 2016 – Feb 2017

Aegis Global Limited (Essar)

Global BPO company · Kashmir, India

- Led development and deployment of mission-critical software applications optimising large-scale BPO business processes; translated complex stakeholder requirements into technical solutions.

Assistant Professor — IT & Computer Science

Nov 2011 – Dec 2016

Islamic University of Science & Technology

Kashmir, India

- Educated and mentored undergraduate and postgraduate students in Computer Science and Information Technology; designed curriculum enhancements aligned to industry trends.
- Contributed to departmental academic committees; 5 years of academic experience rare among technology executives — brings pedagogical rigour to team development and communication.

Earlier experience (2010–2011): Software Developer at Microminds Technologies & TPF Technologies; Block Monitoring & Evaluation Officer, National Rural Health Mission, Govt of India. Full details available on request.

CERTIFICATIONS & PROFESSIONAL DEVELOPMENT

Leadership & Product

- **Exercising Leadership: Foundational Principles** — HarvardX / edX
- **Project Management for Development (IDB6.1x)** — Inter-American Development Bank / edX
- **Achieving Product-Market Fit (ENES608.2)** — University of Maryland / edX

Generative AI, LLMs & Multimodal Systems

- **MLOps for Generative AI** — Google Cloud
- **Document AI: Building a Custom Document Extractor** — Google Cloud
- **Gemini Multimodality and Multimodal RAG** — Google Cloud
- **Transformer Models and BERT** — Google Cloud · Jul 2024
- **Encoder-Decoder Architecture** — Google Cloud · Jul 2024
- **Attention Mechanism** — Google Cloud · Jul 2024
- **Introduction to Large Language Models** — Google Cloud · Jul 2024

- **Introduction to Generative AI** — Google Cloud · Jul 2024
- **Vector Search and Embeddings** — Google Cloud · Jul 2024
- **Introduction to Image Generation** — Google Cloud · Jul 2024
- **Create Image Captioning Models** — Google Cloud · Jul 2024

Responsible & Ethical AI

- **Responsible AI for Developers: Fairness & Bias** — Google Cloud
- **Responsible AI for Developers: Interpretability & Transparency** — Google Cloud
- **Introduction to Responsible AI** — Google Cloud · Jul 2024
- **Introduction to Vertex AI Studio** — Google Cloud · Jul 2024

Software Engineering & Web Development

- **Backend Development & APIs Developer Certification** — freeCodeCamp · May 2020
- **Responsive Web Design Developer Certification** — freeCodeCamp · Apr 2019
- **Data Visualization Developer Certification** — freeCodeCamp · Mar 2021
- **.NET Development** — HCL India
- **Certified Developer Using Core Java** — NIIT Technologies

EDUCATION

Master of Computer Applications (M.C.A.) Islamic University of Science & Technology

2007 – 2010

Kashmir, India · GPA: 7.86 / 10

THOUGHT LEADERSHIP

The Systems Layer — LinkedIn Newsletter covering technology leadership, engineering strategy, and AI-driven product thinking. [linkedin.com/newsletters/the-system-layer-7422728207159865345](https://www.linkedin.com/newsletters/the-system-layer-7422728207159865345)

LANGUAGES

English (Professional / Native proficiency) · Urdu (Native or bilingual) · Hindi (Elementary) · German (Elementary) · Arabic (Elementary)

Open to CTO / VP Engineering / Head of AI roles · Remote-first global · UAE/Gulf relocation · US visa sponsorship considered