

SOUMIK CHATTERJEE

Chief of Staff | Business Pipelines Architect | Founder, CosmikWork AI Automations

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SUMMARY

Chief of Staff and Business Pipelines Architect who takes ambiguous, high-priority mandates and delivers finished outcomes without needing formal authority. Nine years spanning enterprise Python automation for healthcare and financial clients (Accenture), multi-country operations at scale (CampK12), and founder-facing Chief of Staff work building 9 parallel B2B pipelines worth \$1.47M CAD from zero. Currently shipping AI-automated business tools solo as founder of CosmikWork, building end to end and living the same instinct I bring to every founder I work with. I automate before I escalate.

SIGNATURE PROOF POINTS

- **9 B2B pipelines built from zero in 90 days**, generating a \$1.47M CAD prospect pipeline across 2,314 CRM contacts, as Chief of Staff to a Toronto-based founder.
- **Enterprise Python automation for healthcare and finance**, including a US hospital system (UCI Hospital) and Bank of America, reducing post-deployment defects by 15% through reusable automated test suites, over 4 years at Accenture.
- **124% of placement target** (31 employer JD commitments against a goal of 25, in 60 days) by contacting 2,093 companies at Navgurukul, a social-impact foundation.
- **Founder of CosmikWork AI Automations**, a live 10-project portfolio of self-built AI tools (cosmik.work), including a Chrome extension published and live on the Chrome Web Store, built end to end using Claude Code and Make.com.
- **3+ years running multi-geography operations** across the US, UAE, and India at CampK12, maintaining 90%+ client retention while scaling recruitment and account operations.

PROFESSIONAL EXPERIENCE

Founder / AI Business Pipelines Architect

Feb 2026 - Present

CosmikWork AI Automations | Remote

- Founded CosmikWork to run outcome-based automation consulting and build AI-native tools solo. Design and ship AI-automated business tools using Claude Code, Make.com, and direct API integrations, published live at cosmik.work, including a Chrome extension live on the Chrome Web Store, plus the full outreach and positioning system behind the practice itself.
- Contract engagement: Executive Assistant & Chief of Staff to a Toronto-based founder (God Crew, Feb-May 2026). Built and governed 9 parallel B2B pipelines (cold calling, LinkedIn, SEO, direct mail, paid ads, vendor partnerships) generating a \$1.47M CAD prospect pipeline across 2,314 CRM contacts. Designed AI-augmented workflows in Make.com using Claude and OpenAI APIs, authored 9 SOPs, and shipped a Next.js/Supabase microsite autonomously using Claude Code.
- Contract engagement: Placement Outreach Manager, Navgurukul Foundation (Mar-Apr 2026). Built outreach infrastructure from scratch and managed a small team across multiple sourcing platforms simultaneously, delivering 124% of target (31 employer JD commitments against a goal of 25) in 60 days by contacting 2,093 companies.

Fellow Leader, Math & Computer (across grades)

Apr 2024 - Mar 2026

Teach For India | Kolkata | KECT Academy (Uttar Panchannagram) | St. Patrick's Day (Dhapa)

- Led classroom instruction and program operations for 40+ students while balancing program-level reporting and compliance, building the discipline for structured, outcome-driven execution under real constraints.

Recruitment & Operations Manager

Mar 2020 - Apr 2023

CampK12 | India / US / UAE (Remote)

- Ran high-volume technical recruitment campaigns hiring coding instructors across Python, AI, and Data Science for US, UAE, and India client accounts, plus secondary hiring for internal non-technical and leadership roles.
- Managed end-to-end operations for a 400+ person instructor workforce; maintained 90%+ client retention across 3 years.
- Reduced manual outreach effort by 30% through process automation and workflow redesign.

Senior Software Engineering Analyst

Apr 2015 - Apr 2019

Accenture | Kolkata, India

- Built Python automation frameworks for enterprise clients including UCI Hospital and Bank of America, reducing post-deployment defects by 15%, while acting as the technical bridge between US/UAE clients and engineering teams.

EDUCATION

B.Tech, Computer Science - CIEM, WBUT (2010-2014)

PG Certificate, Data Science & Engineering - Great Lakes Institute of Management (2019-2020)

TOOLS & TECHNOLOGY

Python, Claude Code, Make.com, n8n, Next.js, Supabase, Netlify, GitHub, Apollo.io, API integrations, CRM/pipeline architecture, Git
I find structure in chaos, and I build the systems that make it stay found.