SOUMIK CHATTERJEE

AI Specialist | Claude Automations That Take Business Teams From 0 to 1 and Beyond | Claude Code, MCP and Agents | Ex-Accenture, CampK12, Teach For India

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SUMMARY

AI Specialist with 9+ years across software engineering, client operations, education and founder support, working directly with founders and CXOs to build Claude automations that take a business function from 0 to 1 and beyond. Built **9 pipeline systems and one founder dashboard** for God Crew that saved the founder **20 to 30 hours a month** and tracked a **$1.47M CAD pipeline**. Shipped **TriageOps**, an AI service desk with **896 automated tests**, and **14 live tools**, 12 of them on the Claude API. Held **90%+ client retention** at CampK12 for 3 years, and mentored **1,200+ students** across schools, colleges and professional programmes.

PROFESSIONAL EXPERIENCE

AI Specialist — Feb 2026 to present

Startup and EdTech Clients (Contract engagements) | Remote from Kolkata | Contract work is closed the day a full-time role is joined

God Crew (Toronto), Growth Systems and Automation — Feb 2026 to May 2026

24/7 biohazard and trauma scene cleanup company | Remote

- Built the growth engine from scratch. **9 pipeline systems feeding one live sales dashboard** tracking **2,314 prospects across 924 companies and $1,471,100 CAD**, saving the founder **20 to 30 hours a month** of manual number-checking, built within 90 days.
- Kept the pipelines booking **60+ qualified calls a month**, with **MRR up roughly 30%** during the engagement.
- Proposed an ElevenLabs and Vapi voice AI setup in place of a **60 to 80 person** sales hiring plan, onboarded the top 12 of **100+ influencer leads** as affiliates, and ran a direct mail campaign to **1,579 GTA households**.
- Wrote **9 SOPs** so every workflow runs without depending on one person, and built the landing pages with Claude Code.

Navgurukul Foundation, Placement Outreach Manager — Mar 2026 to Apr 2026

Nonprofit for underserved learners | Remote | 45-day placement drive, reporting to leadership

- Contacted **2,093 companies with 4,200 open roles**, shortlisted 65 and signed **31 hiring partners against a target of 25 (124%)**.
- Led 3 interns across LinkedIn, Apna and Indeed with daily output tracking and quality gates, built the leadership dashboards and weekly metrics reports, and drove a **73.9% JD approval rate**.

Vokido (UK), Growth Consultant, Founders' Office — Sep 2026

AI spoken-English app for kids | Remote | One-month fixed-term agreement, driving India expansion

- Designed the pan-India partner centre model (**30% recurring commission**, attribution codes, monthly payouts), a **1,000-centre** outreach plan, the B2C and B2B2C playbook for centres serving kids aged 5 to 14, and a referral programme aimed at **10x paid users** by December 2026.

Simplilearn, Teaching Assistant, Oxford Programmes in AI — Oct 2026 to present, part time

One-year contract | Remote | Includes Strategic Analysis and Decision-Making with AI

- Runs cohort inductions, discussion forums and feedback on every project. Won through a cold LinkedIn pitch for a Bangalore-only opening, turned remote.

Masters' Union, Guest Trainer — 8 Oct 2026

- Delivered the paid live webinar "From Chatbots to AI Operators", building a Make.com automation and a full Claude Code app live from scratch. Resource guide shared with every learner.

Fellow Leader, Maths and Computer (Grades 5 to 12) — Apr 2024 to Mar 2026

Teach For India (education nonprofit) | Kolkata | KECT Academy, St. Patrick's Day School (Dhapa)

- Introduced an AI-assisted lesson prep workflow that **cut teacher prep time by 40%** across Maths and Computer studies.
- Ran a repeatable assess, track and intervene cycle for **500+ students** in two schools (80 taught daily), lifting average class assessment scores by **20%**.
- Engaged **300+ parents and staff** through structured progress updates and managed CSR partner Axis Max Life Insurance.

Freelance Recruiter and Computer Science Mentor — Apr 2023 to Apr 2024

Freelance | Kolkata and remote

- Recruited for Australian clients as a freelance recruiter, and mentored college students in Computer Science and AI/ML, part of **500+ college students** mentored since 2016.

Recruitment and Operations Manager — Mar 2020 to Apr 2023

CampK12 (US-based online coding and AI education startup) | India / US / UK / UAE / Australia (Remote)

- Automated instructor outreach, **cutting manual outreach effort by 30%**, and standardised the recruit, onboard and match process for a **400+ instructor workforce**, 99% of them college students.
- Matched instructors to each client's needs across India, US, UK, UAE and Australia accounts, holding **90%+ client retention for 3 years**, including saving a dissatisfied US customer's year-long subscription with a bilingual English-Spanish instructor.

Senior Software Engineering Analyst — Apr 2015 to Mar 2019

Accenture | Chennai and Hyderabad

- Built **Python automation frameworks** for clients including UCI Hospital and Bank of America, **reducing post-deployment defects by 15%**.
- Bridged US, UAE and European clients with engineering teams, and onboarded clients directly in the final 1.5 years.

SHIPPED AI TOOLS

TriageOps, an AI service desk for IT managed service providers, live in under an hour on 4 Nov 2026 with 896 automated tests on every push. **14 live tools** built solo, 12 of them with the Claude API, including **Process Mapper**, **SOP Generator**, **Meeting Minutes Extractor** and **Executive Briefing Generator**, plus two Chrome extensions with **330+ users**. All at https://cosmik.work/shipped

SKILLS AND TOOLS

Skills Claude automation, agent and workflow design, MCP tool integration, context management, automated testing, process mapping, KPI dashboards, SOPs, CRM pipelines, outbound prospecting, team handover and training
Tools Claude, Claude Code, Claude API, MCP, n8n, Make.com, Python, SQL, Supabase, Apollo.io, Clay, GoHighLevel, HubSpot, Google Workspace, Slack, GitHub, Netlify

EDUCATION

B.Tech, Computer Science, CIEM (WBUT), 2014 | PG Certificate, Data Science and Engineering, Great Lakes Institute, Apr 2019 to Mar 2020 | Claude Certified Architect, Foundations (in progress)