



Harshalkumar Aher

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Summary

Digital and product strategy consultant with ~6 years of experience partnering with senior leaders to diagnose bottlenecks, design value-led strategies, and deliver large-scale digital and product initiatives across **BFSI, public infrastructure, and proptech**. Skilled in problem structuring, business cases, **roadmap definition**, and stakeholder alignment, **achieving \$11M+ revenue opportunities**, major **cycle-time reductions**, and **scalable cloud, data, and enterprise-platform foundations**.

Professional Experience

Senior Developer Consultant | Thoughtworks | Mumbai, India

Jul 2022 – Mar 2025

Collaborated with senior stakeholders to diagnose business bottlenecks, shape solution strategies, and unlock multi-million-dollar value across public infrastructure, financial services, and real-estate technology.

- **Delivered Multi-Market Digital Modernization for Australia's Leading Property Settlement Platform**

- Led early-stage discovery and solution strategy for a world-leading digital property settlement platform, identifying friction in multi-party workflows and **architecting a real-time notification engine estimated to unlock \$11.1M in annual revenue**.
- Designed a scalable cross-market validation microservice, **improving data integrity by 95% and reducing transaction rejections by 80%** across AU and UK workflows.
- Established Infrastructure-as-Code security and reliability baselines, including KMS encryption, secure parameterization, and automated CI/CD pipelines, to **deliver 99.9% uptime across microservices**.
- Collaborated with infrastructure and observability teams to implement core monitoring and alerting tools (SignalFx, PagerDuty, AppDynamics), **reducing non-production downtime by 20% and decreasing production issues by 20%**.
- Championed testing framework, **reducing product defects by 50%**, enhancing reliability, and **accelerating project timelines by two weeks**.
- Led mentorship efforts for a total of **12 team members**, training a group of **10** on AWS best practices to improve cloud security and onboarding **two** new members on the tech stack to accelerate their productivity.
- Boosted Document API efficiency via JSON output, **eliminating 20 hours/week manual extraction and streamlining workflows**

- **Drove MVP-led digital asset development for a digital public infrastructure platform funded by Global Philanthropists**

- Secured a major public-sector engagement by **delivering a 2-week MVP** for an automated billing system for a global Digital Public Infrastructure (DPI) foundation, validating the solution through rapid user feedback.
- Redesigned an end-to-end wage-management workflow, automating multi-tier approvals and banking integrations to **reduce wage disbursement timelines by 66%** and improve operational efficiency.

- **Enhanced efficiency and governance for a leading Indian NBFC, cutting technical debt and speeding up onboarding**

- **Accelerated revenue realization by \$30K** by leading inception workshops and bi-weekly stakeholder demos, **reducing onboarding time by 15%** and improving launch readiness.
- Institutionalized engineering governance and clean-code practices, **reducing technical debt and defect density by 25%**, enhancing maintainability and delivery credibility across modernization programs.
- **Negotiated scope, timelines, and delivery expectations with senior stakeholder groups**, eliminating scope creep and optimizing team throughput through structured technical-business alignment.
- Designed and implemented a voucher generation system that segregated payments, accelerated client payment disbursements, and **improved efficiency by 30%** and developed a printer module to enable rapid printing of cheques on existing dot matrix printers, eliminating human intervention and **reducing manual labour by 90%**.

Systems Engineer | Tata Consultancy Services | Mumbai, India

Jun 2019 – Jun 2022

- **Public Utilities Billing Transformation**

- Delivered a redesigned billing experience using consumption analytics and A/B testing, accelerating payment cycles and reducing service inquiries, **driving an estimated \$1.8M annual revenue uplift**.
- **Optimized ~2 TB of data** using scripting, reducing development time and improving data accuracy.

- **TCS iON – EdTech & Examination SaaS Ecosystem**

- Strengthened enterprise-wide security posture, mitigating critical vulnerabilities and **avoiding an estimated \$1.5M annually in potential breach-related losses**.
- Standardized security governance by creating a reusable fixes library and **training teams across 15 product lines**, accelerating remediation and ensuring consistent secure-code adoption.
- **Reduced security defects by 70%** by embedding SAST/DAST (Fortify, Acunetix) into early development cycles, shifting the organization from reactive patching to proactive assurance.
- **Avoided \$0.2M annually in remediation costs** by embedding penetration testing and SDLC-integrated security checks.

Education

MBA (PGPX) – Indian Institute of Management, Ahmedabad | India

B.E. (EXTC) – Ramrao Adik Institute of Technology, Mumbai | India

Certifications

AWS Certified Cloud Practitioner

Accomplishments

- Awarded ‘**TCS Star of the Month**’ in March 2020 for successfully solely handling defect identification and resolution across five TCS-ION releases within **two weeks**, ensuring smoother deployments.

Extra Curriculars

- **DY Patil T20 Tournament, 2019:** Orchestrated end-to-end logistics for catering **1,500+ attendees**.
- **TCS HackQuest, 2019:** Coordinated the technical delivery of a national ethical hacking competition, **governing the platform setup** for **200+ participants** to ensure a **seamless environment** for talent identification.
- **Bhabha Atomic Research Centre, 2018:** Engineered a web-based interface to **streamline data analysis** and detector acquisition for internal projects.