

# LAVRENTI DELAVRENTI

## VP / Director of Engineering | Hands-on Technology Lead

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## EXECUTIVE SUMMARY

Transformational engineering executive with **20+** years building **high-performance** teams and delivering **\$40M+** in business value through **customer-focused** innovation, **platform modernization**, and **AI adoption**. Proven track record leading startup and enterprise engineering organizations from zero-cloud maturity to **autonomous delivery at scale**.

Trusted advisor to executive leadership, investors, and cross-functional partners with expertise in aligning product, technology, and GTM strategies. **Results-driven transformational leader** with a deep ownership mindset, data-driven decision-making, and a passion for building trust through impact **by personally solving complex problems while developing high-performing teams**.

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## LEADERSHIP EXCELLENCE

**Customer Trust & Problem-Solving** - Turned a frustrated venue owner into a product advocate through direct engagement (almost every day during the entire month) and proactive resolution.

**End-to-End Ownership & Delivery** - Delivered \$9M+ ARR growth by owning product modernization without relying on consultants. Took over legacy teams with no cloud experience and shipped impactful outcomes ahead of schedule

**Building Exceptional Teams** - Grew a global org from 5 to 30+ engineers with 90%+ retention by creating a culture of trust and growth. Mentored & Developed 3 AWS-certified engineers with a 100% pass rate and a 40% internal promotion rate

**Strategic Vision & Results** - Successfully architected and transformed PHP/Laravel core API and classic ASP SaaS platforms into a modern React/Express/Nest.js stack, which became revenue engines and strategic assets. Saved \$16M+ through architectural optimization, serverless/cloud shifts, and vendor renegotiations. Increased team velocity and reduced production incidents.

**Cross-Functional Communication & Influence** - Facilitated daily alignment meetings with Product, Support, and Engineering to synchronize on issue status, release plans, and technical risks. Delivered weekly roadmap execution metrics to product and business leaders, ensuring transparency and focus on priorities.

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## EXPERIENCE

### **BRIGHT HORIZONS FAMILY SOLUTIONS** | Boston, MA

*Director of Engineering • Sept 2024 – Present*

*Fortune 500 • \$2.3B Revenue • 150,000+ Families Served*

- **Led the adoption of Generative AI with Gemini 2.5 Flash on Vertex AI**, enabling teachers to stay heads-up with children instead of manually entering data, and optimizing operational processes through intelligent automation.
- **Implemented Retrieval-Augmented Generation (RAG)** to process and extract insights from large volumes of PDF files submitted by parents, improving accuracy and turnaround time for family data processing.
- **Piloting MCP (Model Context Protocol) adoption** by building an **MCP server** to allow parents to request actions in natural language (with multi-language support), enabling automated workflows and improving family engagement.
- Introduced **DORA** metrics; **improved** velocity by **35%**, cut incidents by **50%**.
- **Reduced** MongoDB spend **by \$2M/year** through deep performance tuning.
- **Collaborated** with **Product, QA & App Support** to align feature releases to GTM strategy.
- Built org-wide skills matrix and leveling framework, improved promotion clarity and retention.
- Owned engineering roadmap for three product lines; supported executive QBRs.

**Tech Stack:** Gemini 2.5 Flash | Generative AI on Vertex AI, RAG, MCP, FastAPI, Python, React, .NET Core, MongoDB, Node.js, GCP, Azure, AWS

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### **CURBWASTE** | Irvine, CA

*Director of Engineering • Oct 2023 – Sept 2024*

*Series A SaaS • \$50M Valuation • Waste Management Tech*

- Owned engineering during the critical 300% user growth phase; led Series A due diligence
- Built a high-performing team with sustainable practices that thrived post-departure
- Migrated to microservices + serverless; cut AWS costs 40%, enabled daily deploys
- Partnered with Sales and CS to create platform analytics supporting \$1M+ upsell pipeline
- Held late-night standups across 3 time zones (India, Vietnam & USA).

**Tech Stack:** Nest.js, Node.js, Python, React, PostgreSQL, AWS (EKS, Lambda, SQS) - AWS Serverless / Microservices, Redis, Elasticsearch

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## **CLUB SPEED, INC.** | Irvine, CA

*Director of Engineering • Feb 2021 – Jan 2024*

Entertainment SaaS • \$25M Revenue • 500+ Locations

- Led end-to-end **cloud migration from legacy PHP/Laravel 3.7 core API, Classic ASP websites to modern Express.js with React SPA**, enabling **\$9M ARR** and a **250% TAM** expansion.
- Personally, refactored business logic in SQL procedures that led to the **resolution** of the racing conditions affecting **150,000+ bookings**.
- Mentored team from zero cloud to **3 AWS** certs and **40% promotions**.
- Achieved **PCI** compliance and reduced churn by 60%, CSAT up 45%.
- Built and launched SaaS products, including **Club Director**, **Club Booking**, and **Club Registration**, driving customer acquisition and retention by delivering competitive tools to venues.
- Partnered with Product and Marketing to **maximize customer reach, retention**, and adoption of cloud-based solutions, including centralized reporting and product management capabilities.
- Implemented multi-processor **payment** integrations with **Stripe**, **Adyen (for international payments)**, and **Fiserv** to enable **ACH**, money order, and invoice-based transactions.
- Held late-night standups across 4 time zones (India, Ukraine, Georgia & USA); maintained 90%+ retention.
- **Worked directly with enterprise customers** to drive adoption of **Club Director**, a cloud SaaS product management platform for multi-venue operators.
- Conducted workshops to explain **aggregated reporting features** and guided customers through the transition from on-prem to cloud.
- Resolved **conflicting bookings** caused by dual on-prem/cloud usage by implementing **Amazon SQS and real-time data synchronization**, eliminating **95%** of booking conflicts and improving customer trust in the platform.

**Tech Stack:** Node.js, Next.js, React, C#, PHP/Laravel 3.7, VB.NET/.NET Core, SQL Server, AWS Serverless / Microservices, Docker, Redis, EventBridge, Lambda, SQS, Fargate, Beanstalk

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## **RELATION INSURANCE SERVICES** | Los Angeles, CA

*Engineering Tech Lead • Apr 2011 – Feb 2021*

Insurance Tech • \$100M+ Premiums

- In 2011, after arriving in the United States, I restarted my career by joining a small Santa Monica-based agency as a contractor web developer. At the time, student health programs were managed with Excel spreadsheets and paper files, and I helped transform those operations into a modern insurance technology platform. Following this success, I was

promoted to Engineering Tech Lead, and the company was later acquired by **Relation Insurance**.

- Partnered with the VP of Engineering (SQL DBA) to design and build robust systems from the ground up, including modern client-facing web applications hosted in Azure: **Secure Mail, Student Portal, Policy Management, Claims Management, and EDI claims processing integrations with Blue Cross Blue Shield, Aetna, and Cigna, supporting EDI file standards (837, 835,270/271, 276/277)**
- **Implemented a custom Single Sign-On (SSO) system** using secure cookies and token management, enabling seamless navigation across multiple portals without re-entering credentials — a pioneering solution ahead of commercial providers like Okta.
- Led a small engineering team (2 developers + VP support) through **data center build-out and subsequent migration to Azure**, making the company a **cloud-first organization**.
- Drove modernization initiatives post-acquisition, including **automated underwriting** (reducing approval time from days to minutes) and an **online payment portal integrated with Chase APIs** for claims and insurance purchases.
- Implemented CI/CD pipelines, increasing deployment frequency 3x while maintaining compliance in a heavily regulated domain.

**Tech Stack:** C#/.NET, Sencha ExtJS, Angular & React, SQL Server, Azure, Node.js, iOS & Android Mobile Apps (Xamarin)

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## EARLY CAREER (Summarized)

- **CTO - ONEIT LTD:** Led \$5M+ client delivery across consulting projects
  - **Director of Engineering - PROCREDIT BANK:** Owned core banking system for 200,000+ customers; \$50M/day transaction flow
  - **Software Engineer Roles:** CBS, CAPS Payroll, GSS, MIA
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## MEASURABLE IMPACT

- **Customer:** 150,000+ families served • 60% churn reduction • 45% CSAT improvement
  - **Revenue:** \$9M+ ARR • 250% TAM growth • \$40M+ total value delivered
  - **Cost:** \$16M+ savings • \$2M/year Mongo optimization • 40% AWS savings
  - **Org:** 30+ engineers • 3+ promotions • 100% AWS cert rate • 90%+ retention
  - **Ops:** 99.999% uptime • 35% faster velocity • 50% fewer incidents
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## TECHNOLOGY EXPERTISE

**Languages:** Python, PHP, TypeScript, JavaScript, C#, C++

**Cloud/DevOps:** AWS, GCP, Azure, Terraform, Kubernetes, Docker

**AI/ML:** Gemini 2.5 Flash, LangChain, LangSmith, OpenAI, RAG Pipelines

**Data:** PostgreSQL, MongoDB, Redis, SQL Server, Elasticsearch

**Frameworks:** FastAPI, React, Node.js, Nest.js, Laravel, ASP.NET, .NET Core, Microservices

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## EDUCATION

**M.S. Computer Science (With Honors)** • Georgian Technical University

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## LEADERSHIP PHILOSOPHY

" Exceptional engineering organizations emerge when we obsess over customer outcomes, take full ownership of results, and build trust-based cultures where both engineers and customers win, while continuously modernizing to stay ahead of what's next."