

HARSH CHATURVEDI

FOUNDER AND EX-CEO | FERRY APP SERVICES | AWS CERTIFIED SOLUTIONS ARCHITECT

Portfolio Link: <https://www.harshwork.space>

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PROFILE:

Harsh Chaturvedi worked as Founder of Ferry App Services, delivering 2,500+ live projects on Wix and AWS Cloud, achieving Country Rank #1 on the Wix platform while leading a team of 25+ professionals.

He served as Head of Product at Aclick.live, building the world's first Image-to-Website AI platform for Wix. With 5+ years across Product, Program Management, and AWS cloud sales, he drove \$1M+ ARR through solution-led GTM across Wix and AWS ecosystems. He is an AWS Certified Solutions Architect Associate specializing in scalable, cost-optimized cloud solutions.

CERTIFICATIONS AND ACHIEVEMENTS:

Amazon Web Services (AWS) Solutions Architect Associate (SAA-C03) Certification. [View](#)

Awarded as Jaypee Institute of Information Technology- IIIT Distinguished Alumni of Batch 2020. [View](#)

Awarded Country Rank #1 in Wix Partner Program for delivering 2500+ Projects.

LinkedIn Technical Program Management Certification.

LIDO Star Performer Employee of the Month Award for highest sales in team.

SKILLS:

Management: Stakeholders Management, Revenue Generation, GTM Execution, CRM (Salesforce), P&L Management, Partner Relations, Customer Requirement Gathering, Functional & Non-Functional Analysis, Solution Architecture, Cross-Team Coordination, Technical Advisory, Trade-off Decision Making (Cost, Security, Performance), JIRA, Agile, Workflows, Leadership, Team Management.

Cloud : AWS, GCP, Lambda, API Gateway, S3, DynamoDB, CloudFront, SQS, IAM, Cognito, CloudWatch, EC2, ASG, RDS, VPC, SNS, ECS, EKS

Technical: C/C++ , JavaScript , Nodejs, SQL , No-SQL , DNS, HTTP, REST API , Networking , OS , UDP, TCP , SSL/TLS, ACM, IAM Policies, OAuth, JSON, XML, JWT , System Design, API & Cloud Integrations , Migrations, Backend Functions, Serverless , Analytics, Excel , Distributed Data

EDUCATION:

JAYPEE INSTITUTE OF INFORMATION TECHNOLOGY [IIIT] - NOIDA

Graduated: JUNE 2020

Course - Bachelor of Technology - Computer Science and Engineering

SANT NISCHAL SINGH PUBLIC SCHOOL- CBSE

INTERMEDIATE- PCM SCORE - 94.6% HIGH SCHOOL- CGPA - 10/10

EXPERIENCE:

FOUNDER AND CEO FERRY APP SERVICES [Visit Website](#)

(IT CONSULTING FIRM) SEPT 2020 - OCT 2025

- Generated \$1M+ ARR through full-cycle, solution-led sales while delivering 2,500+ eCommerce and SaaS projects across AWS and Wix Cloud, achieving 260% peak quota attainment, 32% YoY revenue growth, and 96% CSAT through scalable, high-availability architectures.
- Increased DAU by 35% over QoQ, grew the user base through a combination of Lead Generations, GTM Strategies, Agile Methodologies, Strategic Development, Sprint Management and driving Data-Driven campaigns and results.
- Owned customer success, adoption, and expansion for 100+ active startup accounts, partnering directly with founders and CXOs to translate business goals into well-architected AWS solutions,
- Worked closely with customers, partners, and internal product and engineering teams to gather and clarify functional and non-functional requirements (security, scalability, performance, reliability, and cost), translating them into well-architected system designs and APIs.
- Handled P&L Management, Established and led bi-weekly sprint meetings, workflows ensuring alignment between engineering and design teams, reducing feature rollout time by 20%.
- Led and delivered multiple production projects on Wix, designing backend logic using Wix Velo backend functions and making architectural decisions between Wix-managed capabilities (data collections, permissions, scheduled jobs) and custom external APIs on AWS, based on scalability, cost, security, latency, and operational trade-offs.
- Created and maintained developer enablement assets including integration guides, reference architectures, and sample workflows, to accelerate onboarding and adoption.
- Advised customers on API and platform best practices, including scalability strategies, error handling, retries, and operational resilience across Wix and AWS-based systems.

BUSINESS DEVELOPMENT ASSOCIATE - LIDO-QUALITY TUTORIALS AND PRIVATE LIMITED

FEB 2020 - AUG 2020

At Lido Learning, an Ed-tech firm, played a pivotal role in business development and hardcore sales of Ed-tech courses.

Conducted effective cold calling, resulting in successful lead conversions and client meetings. Managed the Customer Relationship Management (CRM) system to streamline operations and consistently exceeded performance targets, earning Employee of the Month recognition in April.

KEY PROJECTS:

Client- WIX

[View Project](#)

Project - SaaS Product built on AWS

Overview:

Delivered an AI-powered website generation solution for Wix, the global leader powering 250M+ websites worldwide, through Aclick-enabling merchants to instantly create full eCommerce websites from product images on AWS serverless infrastructure.

Client- Musical Hut

[View Project](#)

Project - Cloud-Enabled Music Academy Platform

Overview:

Delivered an end-to-end digital platform for Musical Hut, enabling student and teacher onboarding, role-based dashboards, and automated monthly approval workflows

Client- Commuto.us

[View Project](#)

Project - AI-Driven Scalable Mobility Platform for Corporate Commute Management

Overview:

Delivered a scalable mobility platform for Commuto, enabling AI-driven route optimization, real-time tracking, and centralized operations for corporate commute management.

Client- QPO India

[View Project](#)

Project - Premium Car Accessories eCommerce Platform

Overview:

Delivered a scalable digital D2C eCommerce platform for QPO India, an India-leading brand in 5D car mats and automotive accessories, working closely with leadership to strengthen its digital presence and streamline operations.

Client- DMET-HONGKONG

[View Project](#)

Project - Strategic Platform Build for DMET-MERI, Hong Kong

Overview:

Delivered an alumni management platform for DMET-MERI Alumni Association Hong Kong, enabling event management, alumni data organization, and seamless communication to support a global maritime community..