

Randy Navagamuwa

Solutions Architect

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Melbourne, Australia

- 8+ years as a Solutions Architect across multiple domains.
- Scaled APAC customer base by 400% in 2 years at StarTree, managing key accounts like Razorpay and delivering cloud data platform solutions.
- Led APAC Solutions Architecture at WSO2, growing customers by 500% and delivering scalable, data-driven solutions including for Indian Railways.
- Delivered a critical enterprise integration solution for the Singapore Exchange at AdroitLogic

Work Experience

Solutions Engineer

Oct 2025 - Present

[Kanopi](#) | Melbourne, Australia

Kanopi is a full stack insurtech platform that helps insurers, brokers, and digital partners launch and manage embedded insurance products with real time analytics and seamless API integration.

- Design and deliver insurtech solutions for large insurers, brokers, and partners using the Kanopi embedded insurance platform.
- Architect and implement integration strategies that connect Kanopi's APIs and data services seamlessly into clients' existing infrastructures.
- Lead post-sales technical engagement, guiding customer engineering teams to reduce time-to-market and accelerate go-live timelines.
- Provide architectural and implementation support to internal product and engineering teams to evolve and scale Kanopi's platform offerings.
- Act as the technical liaison between business stakeholders and engineering, translating complex requirements into actionable technical designs.
- Champion best practices and solution scalability, ensuring high reliability, compliance, and customer satisfaction across all deployments.

Solutions Architect

May 2022 - Sep 2025

[StarTree](#) | Melbourne, Australia

Founded by the original developers of Apache Pinot, an open-source real-time analytics database created at LinkedIn, StarTree delivers a fully managed platform that enables business customers to derive advanced insights from both real-time and historical data.

- Scaled APAC customer base by 400% in 2 years through targeted solutions and engagement strategies.
- Lead solutions architecture and customer success teams in India, optimizing performance for high concurrency and sub-100ms latency.
- Delivered use-case-specific POCs to enhance real-time analytics and SLA adherence.
- Reduced real-time query response time to under 100ms using advanced analytics techniques.
- Partnered with leadership on strategic planning, hiring, and aligning technical goals with business KPIs.
- Improved engineering process efficiency by 30% through methodology refinement and continuous improvement.

Associate Lead Solutions Engineer

Feb 2019 - May 2022

[WSO2](#) | Colombo, Sri Lanka

WSO2 is an open-source technology provider delivering software and cloud solutions that provide foundational technologies for application development with a revenue of \$128M USD.

- Grew APAC revenue from USD 100K to USD 5M by delivering tailored solutions and introducing innovative strategies.
- Acted as a trusted advisor to customers, addressing technical concerns and presenting solutions to stakeholders, including senior executives.
- Managed 20+ key client relationships as the primary technical contact, ensuring smooth project delivery and effective issue resolution.
- Led development of impactful solutions, including SDK auto-generation and internal WSO2 Enterprise Mobility Manager deployment, boosting efficiency.
- Delivered demos, POCs, and workshops to showcase product capabilities, increasing customer satisfaction and engagement.
- Scaled India customer base from 5 to 25 within 3 years while heading the Solutions Architecture team at WSO2.

Senior Software Engineer

Apr 2017 - Feb 2019

[AdroitLogic](#) | Colombo, Sri Lanka

AdroitLogic is a fast-growing Enterprise Integration Solutions Provider supporting partners to achieve excellence through digital transformation. The company provides an array of products and services to facilitate business integration, product engineering and UI/UX Development.

- Promoted to Senior Software Engineer within 11 months for leading development and deployment of the Adroitlogic AS2 Gateway.
- Implemented Adroitlogic AS2 Gateway and Integration Platform at multiple sites, including Singapore Exchange Limited, improving data exchange efficiency.
- Led a 3-person team to build the AS2 Gateway from scratch, meeting tight deadlines and securing key clients early on.
- Built strong relationships with stakeholders (business analysts, product owners, leadership, suppliers, customers) to deliver optimal technical solutions.
- Developed integrators and connectors for Adroitlogic Ultra ESB and Sigma Serverless IDE, enhancing platform functionality.
- Engineered scalable, fault-tolerant solutions for high-volume data processing, increasing system reliability and uptime by 25%

Google Summer of Code Intern & Contributor

Apr 2016 - Jan 2017

[Eclipse Foundation](#) | Colombo, Sri Lanka

Implemented the pair programming feature as an extension for the Eclipse CHE cloud-based Integrated Development Environment (IDE), fostering collaboration and enhancing productivity among developers.

Core Skills

Programming & Scripting Languages: Java, Python, SQL, JSON, XML

Database & Data Platforms: Oracle, MySQL, MongoDB, NoSQL, Apache Pinot, Databricks

Data Visualization & BI Tools: Grafana, Superset, PowerBI

Security & Identity Management: Access & Identity Management, CIAM, OAuth

API & Integration: API Management, Web Services, REST, SOAP, AS2, Kafka

Project Management & Collaboration: Jira, Trello, Monday.com

Architecture & Design: Microservices Architecture, Cloud Solutions, SaaS, iPaaS

Industry Domains: Fintech, Trading, Gaming, Healthcare, Logistics, Telecommunication, Government

Hyperscalers: AWS, GCP, Azure

Containerization & Orchestration: Kubernetes, Docker

Education

University of Moratuwa

Apr 2013 - Apr 2017

Bachelor of Science in Engineering (Honours) Computer Science and Engineering

Publications

Shapelets and Parallel Coordinates Based Automated Query Generation for Complex Event Dec 2016

Dec 2016 Processing

IEEE

Automated Query Generation for Complex Event Processing: A Shapelets, Parallel
Coordinates, and Clustering Based Approach

Jul 2017

University of Bahrain Scientific Journals