Krum Panchev – What I've Delivered

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Summary

I lead cloud-side delivery for a video telematics platform and am accountable for the device-facing and enterprise customer APIs that about a million devices depend on. I work between engineering, DevOps, hardware and firmware, support and customers to get features shipped and keep them running at scale. My path from architecture to QA to delivery management means I care about both the plan and the quality of what lands.

At a glance	Approx. figure
Devices in the field on the platform	~1,000,000
Unique devices connecting to the API daily	~700,000
Largest enterprise customer, devices live	~110,000, growing ~10,000 a month
Team	7 direct reports + 5 dedicated outsourced engineers
Cloud	AWS; Azure for CI/CD pipelines

Selected delivery highlights

Device-facing API at scale

I own delivery for the API that devices in the field connect to, about 700,000 unique devices a day. I work with DevOps and infrastructure on capacity and scaling on AWS. In practice I act as the API's product owner: priorities, changes that affect customers, and how new features land.

Enterprise fleet rollout

I coordinated cloud-side delivery for a large US enterprise customer as its fleet grew to about 110,000 live devices, adding roughly 10,000 a month. I set the delivery approach, guided my team's testing, and was the cloud counterpart for the customer's representatives.

Marketplace partner integration

I coordinated cloud-side delivery for a major telematics marketplace partner that sells our devices to its customers. That meant agreeing integration plans, setting the testing approach and keeping both teams aligned on scope and timing.

Hardware, firmware and cloud in step

I work with the hardware and firmware team on features, timelines and documentation, so a device capability and its cloud support ship together.

Getting features through the organization

I push features through internal departments, raise risks early, and work closely with support so customer issues reach the right team quickly.

How I work

- **Customer plan first.** I start from what the customer needs to roll out, then work back to what engineering, DevOps and firmware must deliver.
- **Problems raised early.** I flag issues plainly and bring a proposed way forward.
- **Quality is part of delivery.** I came up through QA and still set the test approach for what my team ships.
- **One shared picture.** Plans, status and decisions live in Jira and Confluence, not in hallway updates.
- **People who can work on their own.** I guide a team of 7 and coordinate a dedicated outsourced team of 5 through their leads.

Career path

I've been with the same video telematics business since 2021, going from junior QA to manager as it moved from SmartWitness to Sensata INSIGHTS to Xirgo.

Years	Role	Company
Oct 2024 – now	Manager, Cloud Software	Xirgo Technologies
2022 – 2024	QA Team Lead	Sensata INSIGHTS
2021 – 2022	Junior QA Engineer	SmartWitness
2013 – 2019	Architect and co-founder; Smart Bench Competition, 1st prize	HexaComb Labs

Education: MA in Architecture.

What I'm looking for

Technical program, delivery or technical product roles in cloud platforms, IoT or connectivity. I'm based in Plovdiv, Bulgaria, and open to relocating to Spain or working remotely within the EU.

Languages: Bulgarian (native), English (professional), Spanish (elementary, studying at Instituto Cervantes).

Contact: linkedin.com/in/krumpanchev · linktr.ee/krum.panchev