

AUSAF QS

Gungahlin, ACT, 2912 | +61 403 138 910 | ausaf1996@gmail.com

SUMMARY

Principal AI Engineer leading AI strategy and deployment for Australia's fastest growing digital equity crowdfunding platform with **5 years of experience (3 years in Australia)** specializing in full-lifecycle delivery of **Agentic AI systems**, cloud-native data products and **integrating AI into complex business processes** to drive measurable revenue growth.

EXPERIENCE

Principal AI Engineer | **VentureCrowd** | **Australia**

Jan 2023 – Present

Promoted from Data Scientist → Senior Data Scientist → Principal AI Engineer due to high-impact product delivery.

Product Strategy & Revenue Growth

- **Spearheaded** the conceptualization and launch of a new **Venture Benchmarking Data Product** which measures 30+ growth metrics from previously successful ventures to provide benchmarks for new startups to raise capital; revenue stream projected at **\$500k ARR**.
- **Engineered** a proprietary **Investor Likelihood Engine** to calculate likelihood to investment scores using regression analysis based on existing and enriched data for identifying "hidden" wholesale-qualified investors; contributed to **>\$2M in investments**.
- **Optimized** the Founder onboarding funnel by architecting an **Agentic Data Enrichment layer**; leveraged autonomous web-scraping to pre-populate venture profiles, reducing registration friction and slashing profile completion time from 4 hours to <60 minutes, **improving conversion by 20%**.

Technical Architecture & Agentic Systems

- **Designed** and deployed a **closed-loop Agentic Email marketing tool** in collaboration with the marketing team using **CrewAI**; automated the end-to-end drafting and A/B testing of new self generated variations, resulting in a **15% increase in CTR** (continuous self-improving) and 90+ hours saved weekly.
- **Developed** and scaled a company-wide **Low-Code AI Framework** through custom tool-building, API integrations and MCP deployments; **upskilled cross-functional teams** to build and maintain bespoke agents, achieving an exponential increase in organizational automation velocity.
- **Optimized** internal data accessibility by deploying custom **Data Analysis Chatbots** (leveraging Agentforce and AWS Bedrock); implemented **DeepEval** frameworks and deterministic prompting strategies to **minimize hallucinations and query misinterpretation**, reducing cross-team reporting requests by 70%.

Governance, LLMOps & ROI Measurement

- **Implemented** a robust security middleware layer using **LlamaGuard**; enforced real-time safety guardrails to ensure 100% of LLM outputs met **Australian financial regulatory standards**.
- **Integrated MLflow** into Agentic workflows to monitor internal reasoning chains using **Postgres and AWS S3**; established full observability into LLM "thought processes" to ensure transparency and auditability.
- **Designed** and launched **Executive ROI Dashboards in Tableau**; visualized real-time KPIs including increase in wholesale conversion rates, AI-attributed revenue, sale of new products, and **"Time-Saved-to-Dollar"** efficiency metrics for the board.

Executed end-to-end data science initiatives for a recruitment technology startup (acquired by Magnit Global).

- **Built** an autonomous chatbot to directly engage users and encourage resume submissions; **increased candidate applications by 15%** through automated top-of-funnel engagement.
- **Developed** custom **Named Entity Recognition (NER)** models to extract specialized skills from unstructured data; achieved **90% precision** in professional experience mapping for the core engine.
- **Engineered** a microservices architecture for multi-directional matching system (Resume-to-Job, Job-to-Job, Resume-to-Resume) utilizing **Sentence-Transformers (SBERT)** and custom vector embeddings; **increased candidate discovery accuracy and relevance by 30%** compared to traditional keyword matching.
- **Architected** and deployed matching algorithms as production-ready **REST APIs using Swagger**; managed the full containerization and deployment lifecycle on **AWS**.
- **Led** the competitive analysis and performance benchmarking of 3rd-party AI models; delivered **"build-vs-buy" reports** to executive leadership that guided the long-term AI product roadmap.
- **Designed** and implemented **ETL pipelines in PostgreSQL** using scheduled materialized views; drastically reduced dashboard load times for monitoring **conversion funnels, Time-to-Hire, and source tracking**.

TECHNICAL SKILLS

AI & Systems Architecture:– LLM API's (OpenAI API, Anthropic). Agentic Frameworks (LangGraph, CrewAI), MCP frameworks, Evaluation (RAGAS, DeepEval), Guardrails (LlamaGuard), RAG, LLMOps, NLP, Deep Learning, Machine Learning

Cloud & Infrastructure:– AWS (Bedrock, Fargate, Lambda, S3, API Gateway, ECS), Infrastructure as Code (IaC), CI/CD, Docker, GitOps, ETL Pipelines

Data Engineering & Visualization:– Python, SQL, PostgreSQL, Embedding Models, RESTful API Designs, microservices architecture, Data Sync Automation, Tableau

EDUCATION

Master of Data Science | Deakin University | Melbourne

July 2019 – July 2021

Bachelor of Mechanical Engineering | Osmania University | India

June 2014 – June 2018