

DEEPTHA THEYYAR MAALOLAN

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Summary

Software Developer with 3 years of experience and a Master's in Computer Science. Developed B2B SaaS products to accelerate sales and marketing cycle. Actively seeking Software Engineering opportunities.

Work Experience

Software Engineer, DemandCapture | NYC, NY, USA

Jan 2024 – May 2024

Skills – Node.js, React, Python, MySQL, OpenAI, GCP, JSON, REST API

- Developed a **Sales Co-Pilot** to extract deep personality insights from contact information and provide a dynamic conversation guide, resulting in better engagement and an accelerated sales cycle.
- Implemented a **prospect matching algorithm** to enhance compatibility between users and prospects, enabling businesses to create pipelines of qualified prospects and build portfolios of brand names, optimizing client acquisition strategies.
- Orchestrated CI/CD pipelines, automating build, test, and deployment processes with Docker to streamline workflows.

Teaching Assistant, New Jersey Institute of Technology | Newark, NJ, USA

Sept 2022 - May 2024

Skills: C++, Java, Python

- Assisted in facilitating 14-week C++, Python, and Java courses over three semesters, benefiting over 100 students per semester.

Software Engineer, Petavue Inc | NYC, NY, USA

June 2023 – Dec 2023

Skills – Node.js, Python, React, OpenAI, AWS, MongoDB, PostgreSQL, JSON

- Developed an **AI-powered data orchestration tool (AI Co-Pilot)** to automate data pipelines for enterprises.
- Led the development of tools for natural language processing, SQL query construction, vector similarity searches, code generation, advanced analytics, and format output using **prompting techniques**.
- Implemented a flexible solution reducing task definition time for transforming unstructured requests into well-defined data tasks.
- Developed user-friendly, self-service data operations by implementing an intuitive conversational interface integrated with Slack.
- Increased **productivity by 30%** through streamlined task scheduling, insight sharing, and performance analysis for the revenue team.

Software Engineer, ZoomInfo Technologies Inc | Chennai, India

Aug 2020 – Aug 2022

Skills – Node.js, Typescript, Python, MongoDB, AWS, REST API, Kafka

- Led the development of personalized chat for Slack and MS Teams, enabling sales and marketing to engage directly with qualified website visitors, **achieving 90% adoption** and contributing to B2B marketing and sales success.
- Built a communication platform to enhance distribution and engagement across all ZI products, resulting in top-line growth and increased **cross-selling conversion from 5% to 23%**. Received accolades and appreciation from CXOs.
- Developed Slack and MsTeams work engine to provide buyer intelligence to the Sales representatives in seconds, **resulting in a nearly 40% increase in conversion rates**.
- Developed a notifications microservice similar using Kafka for ZI Workflows, enabling ZI admins or users to set up and receive automated alerts in Slack and MsTeams, thereby increasing the product **adoption rate by 30%**.
- Integrated CRMs and MAPs (Salesforce, Zoho, Eloqua, Ringlead) with OAuth for ZI Chat, increasing adoption in the enterprise and SMB markets, **driving \$15,000 revenue per customer**.

Projects

Pixie AI | Next.js, Python, Gemini, Hume API, MongoDB, Stream lit, Unstructured.io, Django

June 2024

- Developed AI-driven patient care system to automate pre-visit check-ins, reduced nurse workloads, and enhanced patient care.
- Developed a prioritization system to analyze patient sentiments, converted unstructured data to structured JSON, and managed urgent alerts via SMS and email. **Won Best Use of Unstructured.io at the MongoDB GenAI Hackathon with AWS.**

MindBot: Knowledge Assistant | Python, Flask, MongoDB Vector, Langchain, TogetherAI

June 2024

- Developed MindBot, a Slack bot that streamlines onboarding by integrating data from various sources into a unified knowledge base, utilizing advanced NLP with TogetherAI's API for responses, and implementing a Retrieval-Augmented Generation (RAG) tool to ensure up-to-date information and guide users to appropriate teams for unresolved queries.
- Won Best use of TogetherAI at GenAI Hackathon organized by AI Camp.**

Technical Skills

Programming: Python, Javascript, NodeJs, R, React, Typescript, Java, C++, HTML, CSS

Database: MongoDB, MySQL, Redis, Snowflake, VectorDB, PostgreSQL, PL/SQL, BigQuery

Libraries/Framework/Tools: Express, REST API, JEST, Sentry, Datadog, OpenAI, Django, JSON, Docker, Git

Cloud Services: Amazon Web Services (AWS), Microsoft Azure, Google Cloud Platform (GCP)

Education

Master's in computer science - New Jersey Institute of Technology | 4.0/4.0

Sept 2022 - May 2024

B. Tech in Information Technology - Anna Univeristy | 8.32/10

July 2016- May 2020