Adithya Dinesh

adithyadinesh.xyz · @adiiHQ on X https://www.linkedin.com/in/adithya-dinesh-77990026b/

BUSINESS MANAGEMENT & ANALYSIS

Extensive experience with ZK, Privacy, Marketing and Sales.
Led Sales and Marketing generating Millions in Revenue and Millions in Impressions organically.
Grinded DSA in the past only to understand my true love for Product, Business and Marketing.

PROFESSIONAL EXPERIENCE

Reclaim Protocol (YC21)   **May 2024 - Present**
Growth Lead
Identified the ICP and lead sales from $20K ARR to more than 1 Million ARR.
Created around 100+ videos that were Highly Technical/ Business Podcasts, Explainers, Code Walkthroughs
gaining millions in impressions.
Built and scaled automations via Zapier and N8N that helped me generate Leads worth
Millions in the pipeline.

Questbook   **June 2024 - Present**
Grants Manager
Organically grew the community from 200 members to more than 1500+ folks actively
building on top of us.
Led sales and worked closely with the core team from Circle, Arbitrum, Polygon, TON, Okto etc to
help run their grants program.

Stripe   **Nov 2023 - Feb 2024**
Software Engineer
Developed and published user guides and video tutorials for internal development teams,
improving documentation accessibility by 27%.
Collaborated with a dynamic team of software engineers to design and implement key
functionalities.

Swiggy   **June 2023 - Oct 2023**
Software Engineer
Implemented performance improvements that resulted in a 20% reduction in app loading
times, enhancing user experience and retention rates.
Conducted comprehensive code reviews, identifying critical bugs and achieving a
remarkable 30% decrease in app crashes.

EDUCATION

Bachelor of Science in Computer Science   **Sep 2021 - Oct 2024**
Mahatma Gandhi University, India

PRINCIPLES I LIVE BY

- focus on few things really well
- good ideas come from anywhere.
- no one is unreasonable
- demand excellence of myself and others.