

# ABHIJEET GAURAV

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## PROFESSIONAL EXPERIENCE

- Software Development Engineer II | Amazon, Seattle** Dec 2019 - Present
- Subject matter expert for multiple services on the Automated Profitability Management (APM) team
  - Used domain driven design to develop multiple components of Amazon's next gen vendor cost negotiation system (300+ mn\$ free cash flow annually). Launched new vendor negotiation use cases resulting in incremental free cash flow of 45 mn\$
  - Developed A/B testing infrastructure to quickly launch and scale A/B testing experiments impacting thousands of vendors
  - Simulated, launched and analyzed multiple A/B testing experiments where we showed extra information to the vendors at the negotiation level on the Amazon vendor central website, to better understand vendor behavior
  - Led the development and successfully launched the negotiation ranking machine learning model - currently being used to rank negotiations for all the vendors worldwide on the Amazon vendor central website
  - Led the development and successfully launched the pruning machine learning model - currently being used to suppress all the negotiations that have a low likelihood of being accepted by the vendor
  - Migrated hundreds of millions of negotiations to the new page and deprecated Amazon's legacy vendor central action page
- Software Development Engineer I | Amazon, Seattle** Jul 2017 - Nov 2019
- Developed an internal API which determines the optimal configuration for sourcing items from vendors.
  - Implemented functionality on vendor central action page to capture vendor feedbacks when a cost negotiation is rejected
  - Load tested our team owned services under extreme TPS conditions to understand the underlying reasons of their breaking points, removed immediate bottlenecks, re-certified the new max TPS, p99 latency as part of the prime day readiness exercise
  - Extended the vendor cost negotiation system to propose a new randomized cost every week - allowed the team to collect vendor response data to improve the negotiation cost-ask algorithm and the related ML model
  - Improved the negotiation cost-ask algorithm by recognizing products that are being sold on Amazon's competitor's websites like Walmart, BestBuy and Google shopping
  - Made dashboards and alarms for monitoring services so that on-calls can quickly identify issues
- Software Development Engineer Intern | Amazon, Seattle** May 2016 - Aug 2016
- Developed a new tool to identify next best optimized shipment arc to optimize the shipment cost in SCOT team
- Software Engineering Intern | Eventila, Gurgaon** May 2015 - Jun 2015
- Implemented best practices of SEO (Search Engine Optimization) to increase the page ranking of eventila.com

## RESEARCH AND TEACHING EXPERIENCE

- Research Intern | Nanyang Technological University, Singapore** May 2017 - June 2017
- Coded the python scripts for data cleaning/data pre-processing for model training for the 'Sentence Unit Detection' project
- Research Assistant | Purdue University, West Lafayette** Sept 2016 - May 2017
- Researched and coded a new data structure by extending HashTables to support range queries
- Teaching Assistant | Purdue University, West Lafayette** Jan 2016 - Dec 2016
- Taught courses such as 'Data Structures & Algorithms' and 'Programming in C'

## TECHNICAL SKILLS

Java, C, C++, Python, SQL, Git, Mockito, A/B Testing, Feature Engineering, Machine Learning, Data Mining, Google Guice, Google Guava, Dependency Injection, REST API, Coral API, API Design, Domain Driven Design, Kibana, ElasticSearch, IntelliJ, Jupyter Notebook, JUnit, Service Oriented Architecture, Test Driven Development, Integration Testing, Load Testing, AWS stack, Sagemaker, DynamoDB, SQS, Athena, Cloudwatch, EC2, S3, Scenario Testing, Database Schema Design, Scrum

## EDUCATION

- Georgia Institute of Technology, Atlanta | MS Computer Science** 2019-Present
- Specialization: Machine Learning | GPA 4.0/4.0*
- Purdue University, West Lafayette | BS Computer Science, Mathematics, Statistics (Triple Major)** 2014-2017
- Concentration: Machine Intelligence | GPA 3.5/4.0*

## HONORS AND AWARDS

GRI grant (Nanyang Technological University), May 2017 | Learning Beyond Classroom grant (Purdue University), Dec 2016 | Zbig Maureen Grabowski Scholarship (Purdue College of Science), Dec 2016 | Moves Scholarship (Purdue University), Nov 2016 | Samtec 2016 Industrial Scholarship (Purdue Engineering Student Council), Sep 2016 | Alan and Sharon Levy Scholarship (Purdue College of Science), Jul 2016 | Mae and Lloyd J. Jandos Scholarship (Purdue College of Science), May 2016 | Purdue Computer Science Peer-2-Peer Mentor Award (Purdue Computer Science department), Apr 2016 | Purdue Crowe Horwath Scholarship (Purdue Computer Science department), Apr 2015 | Purdue Dean's List and Semester Honors