AKASH AGRAHARI

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Education	**JOHNSON CORNELL TECH**	**New York, NY**

JOHNSON CORNELL TECH — **New York, NY**
Master of Business Administration, May 2022; Emerging Markets Institute Fellow
Teaching Assistant for Executive MBA courses (Data Analytics & Statistics; Leading Digital Transformation & Innovation)

BIRLA INSTITUTE OF TECHNOLOGY & SCIENCE — **Pilani, India**
BE (Hons) Manufacturing Engineering, July 2015
Co-Founder, Dept. of Music – organized professional shows and workshops featuring top artists for the largest student-run cultural festival in India

Experience
2018-2021

MINDTICKLE (Leading Sales Readiness SaaS Provider) — **Pune, India**
Senior Software Engineer
Team leader responsible for formulation, design, and implementation of the core sales-readiness product

- Led the engineering team which designed and implemented products to enhance various phases in the sales team lifecycle. These features were used by teams in 1200 companies with over 1.8 million users.
- Formulated and implemented a plan to bring down production issues in existing systems. Brought down average reported issues by around 90%.
- Designed and implemented an asynchronous schema-agnostic workflow manager for internal dev teams to tailor for specific business flows. It achieved end to end latencies of around 50ms.
- Championed the ideation and implementation of employee welfare reforms such as mental wellness sick leaves and women's health wellness.

2015-2017

FLIPKART (Largest E-Commerce Platform in India) — **Bangalore, India**
Software Development Engineer II
Senior Engineer working across platform and product responsibilities. Co-created the core advertising systems in Flipkart

- Collaborated across teams to create a unified demographic ad targeting platform which increased revenue by over 250% over a 1-year phase-in period.
- Worked with sales and merchandising to implement a data-driven project for automatic homepage deal recommendations. It achieved an increase of ~55% in ad click-through-rates and an increase of slot revenues by ~30%.
- Implemented a real-time targeting data pipeline to enable retargeting on the Flipkart Ads platform. It achieved latencies of around 100ms.
- Organized "Slash N", the annual tech conference of Flipkart featuring guest speakers from Flipkart and other companies like Alibaba, Uber and Ola.

Skills
Languages – Java, Golang, Ruby, Lua, C, Python, HTML/CSS, JavaScript
Domains – Big Data, Distributed Systems, Product Management, Agile Development

Personal
- Consulted NETaxi – an early-stage startup on technology and hiring decisions which later got featured on [Forbes Asia 30 under 30, 2018](#).
- Professional musician ([Spotify Link](#)). Taught music to students in India.
- Organized vaccination camps under National Pulse Polio Mission, India.
- Taught underprivileged kids computer skills under the national program of Ministry of Skill Development, India.
- Open-source contributions - Mozilla (Readability) and Ruby-on-Rails (ActiveRecord). Example of personal projects include [Irrational Tunes.](#)