DANNY BASAVARAJU

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EDUCATION

Indian Institute of Management Calcutta   **August 2018 - May 2020**
MBA, Management Engineering   *GPA: 3.7*

Indian Institute of Technology Delhi (IITD)   **August 2012 - May 2016**
Bachelor's, Computer Science   *GPA: 3.5*

CERTIFICATIONS

Certifications: Reforge – Advanced Product Management & Growth Series, Duke University (Coursera) – AI Product Management Specialization, Udemy – Data Science & Machine Learning Bootcamp, Scrum Alliance – Certified Scrum Product Owner (CSPO), Google Cloud – Generative AI Fundamentals
Competitions: OpenAI GPT Product Hackathon – Finalist, Startup India AI Challenge – Winner, ProductCamp SF Case Challenge – Semi-Finalist, Kaggle – AI Product Design & Data Challenges, Hackathons – AI/ML & Product-Led Growth Themes
Coursework: Product Strategy & Lifecycle Management, AI/ML for Product Managers, Data-Driven Product Development & A/B Testing, Growth Marketing & User Retention, UX Design for AI Products, Agile Product Development & Scrum, Systems Thinking & Platform Roadmapping, Metrics-Driven Decision Making, Technical Feasibility & AI Integration

SKILLS

Skills: Product Management, AI/ML Integration, Generative AI (LLMs, LangChain, OpenAI APIs), Prompt Engineering, Technical Product Strategy, Customer-Centric Design, Agile & Scrum, Product Roadmapping, Feature Prioritization (RICE, MoSCoW, Kano), MVP Scoping, User Story Mapping, OKRs & KPIs, A/B Testing & Experimentation, Conversion Funnel Optimization, Retention & Churn Analytics, Growth Hacking, Product-Led Growth (PLG), Metrics-Driven Decision Making, Design Thinking, Cross-Functional Collaboration, Stakeholder Communication, Backlog Grooming, Technical Specifications (PRDs), API Design, System Architecture, DevOps Awareness, CI/CD, Cloud Platforms (AWS, GCP, Azure), SQL, Python, Scikit-learn, TensorFlow, PyTorch, FastAPI, Flask, Pandas, NumPy, Docker, Kubernetes, Git, REST & GraphQL APIs, Postgres, MongoDB, Redis, Snowflake, BigQuery, Airflow, Apache Spark, Tableau, Power BI, Amplitude, Mixpanel, Firebase, Segment, Figma, Zeplin, JIRA, Confluence, Asana, Slack integrations, Postman, Data Modeling, Wireframing & Prototyping, UX for AI Products, User Research, Usability Testing, Product Analytics, Competitive Benchmarking, Market Sizing, Business Model Canvas, Lean Startup, ETL Pipelines, Data Pipelines, NLP, Computer Vision (CV), Reinforcement Learning (basic), Data Structures & Algorithms, API Lifecycle Management, SDLC, Web Development (React, Next.js, Node.js, TypeScript), Software Development Lifecycle Knowledge, Technical Debt Management, Quantitative Analysis, Financial Modeling (basic), Strategic Thinking, Presentation Design (Slides/Keynote), Attention to Detail, Time Management, Team Leadership

PROFESSIONAL EXPERIENCE

SYBILL   **Mountain View, CA, USA**
Product Manager & Senior Software Engineer (Founder's Office)   *January 2024 - Present*
- Drove end-to-end product roadmap for AI-powered B2B assistant, 30% user engagement rise & 40% product adoption rise
- Led cross-functional squads (engineering, design, and GTM) of 10+, agile sprints & standups to deliver scalable AI features
- Spearheaded development of AI capabilities reducing manual workflows by 25% & automated key client operations by 40%

QUANTGRO WEALTH MANAGEMENT   **Bangalore, KA, India**
Product Manager & Senior Software Engineer (Founder's Office)   *January 2023 - December 2024*
- Led product development AI-investment tools, improving decision-making accuracy by 35% & operational efficiency by 40%
- Deployed real-time data ingestion & processing pipelines, 50% system latency reduction, enabling faster AI model execution
- Directed a cross-functional team of 5 engineers, implementing agile methodologies accelerating feature release cycles by 30%
- Deployed end-to-end scalable backend systems for fund management - strategy execution, optimizing performance, reliability
- Built internal tooling, automation scripts enhancing engineering productivity by 50%, reducing manual intervention by 45%

CHILL PANDA TECH   **San Francisco, CA, USA**
Product Manager & Senior Software Engineer (Founder's Office)   *January 2021 - December 2023*
- Launched AI-powered SaaS platform, achieving $1M+ in transactions and onboarding 10 enterprise clients in the first year
- Designed real-time order processing pipeline, cutting latency by 50% and supporting seamless high-volume retail transactions
- Integrated OpenAI GPT-based personalized interactions, boosting user retention by 25%, reducing support queries by 40%

- Developed AI-powered dynamic pricing models, boosting client revenue by 30% through smart UX and product suggestions
- Built a modular microservices architecture with 99.9% uptime, enabling rapid MVP delivery and scaling across verticals
- Led full-stack development using React, Nextjs, delivering a seamless omnichannel customer engagement platform experience

Osmo   **Palo Alto, CA, USA**
Product Manager (AI & Strategy)   *January 2020 - December 2021*
- Led Product strategy, AI-driven sales & marketing optimization for a $40M Amazon business, achieving 50% revenue growth
- Designed a $15M AI-powered sales & marketing plan leveraging predictive analytics enhancing seasonal sales maximize ROI
- Managed end-to-end product lifecycle for 43 SKUs, driving $75M in Amazon revenue, optimize pricing, inventory, operations
- Integrated AI-based supply chain analytics, ensuring COVID-resilient logistics, reduce delays, contribute $10M global revenue
- Partnered with executive leadership and cross-functional teams, presented data-driven AI strategy insights to the CEO, Board

RIVIGO   **Bangalore, KA, India**
Senior Software Engineer   *January 2016 - December 2018*
- Developed AI-logistics software for a Pan-India hub network, supporting innovative driver relay model across 100+ cities
- Sole developer of Pickups module, now facilitating 300,000+ pickups across 100+ cities, improving logistics deliver efficiency
- Led a 3-member engineering team to build client dashboards for 100+ clients, enabling real-time messaging, tracking, insights

ENTREPRENEURIAL VENTURES

PAISADB - PROP TRADING FIRM   **Bangalore, KA, India**
Founder (Started as side project)   *January 2023 - December 2024*
- Deployed an AI-powered algorithmic trading system managing a $50k portfolio across 52 equities with hands-off automation
- Designed and implemented arbitrage, momentum, and mean-reversion strategies achieving 20% CAGR in 10-year backtests
- Developed a 3-layer neural network to correlate analyst sentiment & market movements, generating real-time trading signals

MULTIPLE EARLY-STAGE STARTUPS   **Bangalore, KA, India**
Advisor and Consultant (Part-time)   *October 2021 - Present*
- Advised AI, Web3 startup founders on product-market fit, GTM strategy, and investor readiness for early-stage fundraising
- Created investor-ready pitch decks and narratives, enabling founders to initiate funding conversations with angels and VCs
- Supported an EdTech startup with 25k+ downloads and $20K ARR, refining AI growth strategy and user engagement tools
- Mentored deep-tech video marketing startup on scalable product design, leveraging AI for personalized outreach automation

ARICEUM (COURSERA FOR HIGH-SCHOOLERS)   **San Francisco, CA, USA**
Founder (Chief Product & Technology Officer)   *January 2022 – May 2022*
- Co-founder & CPTO with a mission to democratize high-school education, aiming to reach 100M+ students globally by 2030
- Led cross-functional team of 5 to build and launch MVP in under 2 months for rapid deployment using AWS, React, Django
- Defined product vision, GTM strategy, and technical architecture in collaboration with Stanford, IIT, and IIM alumni founders

ACADEMIC PROJECTS

BUSINESS VALUATION   **Kolkata, WB, India**
Fundamental analysis for Business Valuation   *January 2019 - June 2019*
- Valued Infosys & Federal Bank using DDM, comparable company analysis; presenting a range through football field analysis
- Built pitch decks highlighting financial KPIs, risk factors, and mitigation strategies to simulate real-world investment memos

INVESTMENT AND PORTFOLIO MANAGEMENT   **Kolkata, WB, India**
Portfolio management and optimization   *January 2020 – June 2020*
- Constructed and optimized a $100K portfolio on Nifty 50, achieving 14.28% return beating benchmarks, Sharpe ratio of 2.33
- Developed a beta-neutral momentum strategy (long stock, short index) in the Futures market, optimizing risk-adjusted return
- Applied multi-factor analysis and backtesting to simulate real-world asset management and hedge fund strategy execution

ACADEMIC DISTINCTIONS

- Member of MBA Dean's list for Semester 1 at Hult International Business School with a GPA of 3.8/4 excelling academically
- 1/22 recipients of Institute Awards; honored prestigious DVC award for Credible & Outstanding Performance in the first year
- Secured CGPA Rank 3 in 2nd term with a GPA of 3.9/4 and held CGPA Rank 14 until the 2nd term with overall CGPA 3.6/4
- Achieved All India Rank 30 in IIT-JEE, placing in the top 0.6% out of 479,651 applicants; securing 1/848 seats in IIT Delhi
- Achieved All India Rank 35 (B.Arch) and Rank 68 (B.Tech) in AIEEE, placing in the top 0.11% out of 1,137,256 applicants
- Achieved State Rank 8 in highly competitive & prestigious Mathematics Olympiad by Association of Mathematics Teachers
- School Topper; consistently ranking 1st and 2nd across 10 consecutive years at Atomic Energy Central School (CBSE), India