

# DANNY BASAVARAJU

+1 (628) 310-5660 | [danny.basavaraju@gmail.com](mailto:danny.basavaraju@gmail.com) | San Francisco, CA, USA | [linkedin.com/in/dannybasavaraju](https://www.linkedin.com/in/dannybasavaraju)

## EDUCATION

**Indian Institute of Management Calcutta**

*MBA, Management Engineering*

**August 2018 - May 2020**

*GPA: 3.7*

**Indian Institute of Technology Delhi (IITD)**

*Bachelor's, Computer Science*

**August 2012 - May 2016**

*GPA: 3.5*

## CERTIFICATIONS

**Certifications:** MIT OpenCourseWare – Distributed Systems & Cloud Computing, Coursera: Advanced Data Structures (Stanford), Google Cloud Professional Cloud Architect Certification

**Competitions:** LeetCode (Top 5% globally), Topcoder Algorithm Challenges, Kaggle – Machine Learning & Software Engineering Competitions, Hackathons – Winner/Finalist

**Coursework:** Advanced Algorithms & Data Structures, Distributed Systems & Microservices Architecture, Cloud Computing & Kubernetes, Machine Learning & AI Engineering, Scalable Backend Development, High-Performance Computing & Parallel Processing, Software Design Patterns & System Architecture, DevOps & CI/CD Pipelines, Database Query Optimization

## SKILLS

Skills: R, Excel, Apache Hive, Natural Language Processing (NLP), Machine Learning, Next.js, Unity, Scala, data engineer, AWS, Figma, database, SDLC, SQL, JIRA, Route 53, communication skills, Confluence, Management, project management, ETL, C/C++, attention to detail, Git, React.js, TypeScript, NoSQL, C#, Webflow, GraphQL, LLM, Operating Systems, AngularJS, cloud technologies, Atlassian, Computer Vision, CD, CloudFormation, React Native, LangChain, Web Development, specs, Power BI, Amplitude, Selenium, Airflow, UI/UX Design, Zeplin, Heroku, Hubspot, Pytorch, product management, Financial analysis, Product Design, CI, WebRTC, Neural Networks, Azure, mobile web, Blockchain, Vim, Excel/Numbers/Sheets, multi-threaded, WebKit, Apache Spark, Cassandra, Apache Kafka, Solidity, data science, deep learning, Reinforcement Learning, Node.js, Redux.js, Discrete Math, Python, Tableau, product specs, Nest.js, technical support, REST APIs, Hibernate, Data Analysis, Snowflake, NumPy, Quantitative Analysis, Docker, Wireframe, Asana, Data Structures & Algorithms, Hotjar, caching, Flask, CUDA, frontend, operating systems, data modeling, Postman, Kubernetes, containerization, Business Analytics, Flutter, full-stack, ES6, MATLAB, JavaScript, Scikit-learn, Mixpanel, Financial Modeling, Product Management, Postgres, FastAPI, Hadoop, Pandas, Wordpress, Linux, AI-powered solutions, Data Science, Gen AI, Fine-Tuning Techniques, Cutting-edge AI, Applied Scientist, Cybersecurity, Retrieval Tools, End-to-end design, AI/ML, Multidisciplinary team, Large Language Models, Equity options, Generative AI

## PROFESSIONAL EXPERIENCE

### SYBILL

**Mountain View, CA, USA**

*Senior Software Engineer (Founding Engineer)*

*January 2024 - Present*

- Developed a scalable, production-grade AI systems, driving a 30% boost user engagement and 15% user-flow efficiency gains
- Designed secure, governable, high-performance backend (node.js, express.js, python) with responsive frontends (react, next.js)
- Engineered complex AI-powered enterprise features, increasing automation by 40%, 25% manual effort reduction for clients

### QUANTGRO WEALTH MANAGEMENT

**Bangalore, KA, India**

*Senior Software Engineer (Founding Engineer)*

*January 2023 - December 2024*

- Engineered AI/ML-driven financial trading models, improving decision-making by 35% and operational efficiency by 40%
- Developed real-time data processing pipeline, reduces latency by 50% significantly enhancing AI-powered financial execution
- Led cross-functional engineering team of 5 developers, driving agile development cycles accelerating feature releases 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**

*Senior Software Engineer (Founding Engineer)*

*January 2021 - December 2023*

- Deployed scalable SaaS architecture, enabling multi-tenant support and ensuring 99.9% uptime, deliver prototype in 3 months
- Engineered real-time order processing pipeline, supporting \$1M+ in transactions, onboarded 10 enterprise clients successfully
- Integrated OpenAI GPT-based personalized interactions, boosting user retention by 25%, reducing support queries by 40%

- Developed AI-powered dynamic pricing models, increasing client revenue by 30% through personalized displays, order flows
- Built a modular microservices-based infrastructure, accelerating feature releases by 50% and enabling rapid product iteration
- 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**

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### **PAISADB - PROP TRADING FIRM**

**Bangalore, KA, India**

*Founder (Started as side project)*

*January 2023 - December 2024*

- Developed an algorithmic trader managing a portfolio of \$50k, 52 companies; enabling complete hands-off arbitrage trading
- Achieved back tested CAGR of up to 20% over 10 years by implementing momentum, mean-reversion, pairs trading strategy
- Developed a 3-layer neural network to identify actionable patterns between analyst recommendations & market performance

### **MULTIPLE EARLY-STAGE STARTUPS**

**Bangalore, KA, India**

*Advisor and Consultant (Part-time)*

*October 2021 - Present*

- Developed a Pitch Deck from scratch, planned to pitch to Angel investors, VCs for fundraising for a Developer SaaS startup
- Participated in India's first Web3 accelerator – Founder-ship, engaging with multiple Web3 founders, angel investors & VCs
- Assisted an EdTech startup with 25k downloads and \$20K ARR in business strategy, fundraising support and go-to-market
- Supported a deep-tech startup at the seed stage, revolutionizing video sales & marketing by mass personalization automation

### **ARICEUM (COURSERA FOR HIGH-SCHOOLERS)**

**San Francisco, CA, USA**

*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 a team of 5 developers and designers to build a MVP within 2 months for rapid deployment using AWS, React, Django
- Collaborated with interdisciplinary founders from prestigious institutions like Stanford, IIT Delhi, IIM Calcutta driving impact

## **ACADEMIC PROJECTS**

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### **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
- Prepared detailed pitch book, presented in-depth analysis on financial performance, management quality, risks and mitigation

### **INVESTMENT AND PORTFOLIO MANAGEMENT**

**Kolkata, WB, India**

*Portfolio management and optimization*

*January 2020 – June 2020*

- Analyzed Nifty 50 to construct, manage & maximize returns on a virtual portfolio applying different investment philosophies
- Achieved returns of 14.28% in 1-year period with Sharpe ratio of 2.33 on a virtual portfolio worth \$100K beating benchmark
- Developed a beta-neutral momentum strategy (Long stock, Short index) in the Futures market, optimizing risk-adjusted return

## **ACADEMIC DISTINCTIONS**

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- 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 1<sup>st</sup> and 2<sup>nd</sup> across 10 consecutive years at Atomic Energy Central School (CBSE), India