

# 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: Scikit-learn, Zeplin, Postgres, Cassandra, Amplitude, product specs, FastAPI, Financial Modeling, ES6, SDLCL, specs, database, Airflow, Mixpanel, NumPy, user interface, Business Analytics, Tensorflow, Pytorch, Git, Scala, frontend, Redux.js, Computer Vision, Neural Networks, Hotjar, C/C++, CloudFormation, product management, project management, Apache Hive, Flutter, TypeScript, Cryptography, Data Structures & Algorithms, Apache Kafka, NoSQL, AngularJS, React.js, Discrete Math, Management, Linux, CUDA, CD, Vim, operating systems, React Native, Figma, Snowflake, Postman, Product Design, PowerPoint/Keynote/Slides, Blockchain, C#, LLM, Webflow, Data Analysis, Product Management, Quantitative Analysis, Flask, WebKit, Confluence, Python, Asana, Hubspot, Power BI, communication skills, e-commerce, Redis, AWS, Kubernetes, REST APIs, JIRA, Hadoop, UI/UX Design, Heroku, Solidity, Reinforcement Learning, caching, multi-threaded, RDBMS, GCP, Machine Learning, GraphQL, Nest.js, BigQuery, Wordpress, Natural Language Processing (NLP), deep learning, data engineer, Excel, data modeling, full-stack, attention to detail, R, Apache Spark, Web Development, Hibernate, Excel/Numbers/Sheets, WebRTC, Atlassian, mobile web, Route 53, technical support, ETL, cloud technologies, data science, Django, JavaScript, Azure, Docker, Financial analysis, LangChain, Node.js, MongoDB, SQL, safety-critical, MLOps tools, TensorFlow, problem-solving, commercial aviation, AI-based systems, MLFlow, cross-functional collaboration, PyTorch, software engineering, neural networks, CI/CD pipelines, ML models evaluation

## PROFESSIONAL EXPERIENCE

### SYBILL

*Senior Software Engineer (Founding Engineer)*

**Mountain View, CA, USA**

*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

*Senior Software Engineer (Founding Engineer)*

**Bangalore, KA, India**

*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

*Senior Software Engineer (Founding Engineer)*

**San Francisco, CA, USA**

*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