

# DANNY BASAVARAJU

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## 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

Python, Wireframe, CUDA, CI, Computer Vision, CD, Hibernate, Asana, MATLAB, Route 53, Management, Next.js, Pytorch, Postman, LangChain, Flutter, multi-threaded, Data Structures & Algorithms, Confluence, Quantitative Analysis, Figma, mobile web, Apache Spark, code review, product specs, cloud technologies, SDLC, GCP, Node.js, Postgres, Reinforcement Learning, Git, GraphQL, React.js, specs, Financial analysis, data engineer, Selenium, caching, data modeling, Mixpanel, Heroku, Webflow, data science, Apache Kafka, Hotjar, product management, Discrete Math, Financial Modeling, Vim, Data Analysis, WebRTC, Kubernetes, Business Analytics, Atlassian, JavaScript, Azure, Hadoop, FastAPI, Operating Systems, Cryptography, NumPy, REST APIs, SQL, Excel/Numbers/Sheets, Tensorflow, BigQuery, Solidity, communication skills, technical support, Excel, e-commerce, NoSQL, R, project management, deep learning, Scikit-learn, Machine Learning, C/C++, PowerPoint/Keynote/Slides, JIRA, Web Development, Product Design, Cassandra, database, user interface, LLM, Redis, containerization, full-stack, Pandas, MongoDB, Scala, React Native, Wordpress, Unity, Computer Networking, RDBMS, Linux, frontend, Power BI, Django, operating systems, Docker, TypeScript, UI/UX Design, Natural Language Processing (NLP), attention to detail, Nest.js, Redux.js, Airflow, Product Management, Zeplin, Flask, AI functionality, software development, San Francisco, Typescript, React, B2B products, mentoring, full-stack engineer, engineering best practices, enterprise sales, product vision, project ownership, prototype testing, startup experience, Firebase

## PROFESSIONAL EXPERIENCE

### SYBILL

*Software Engineer*

**Mountain View, CA, USA**

*January 2024 - January 2025*

- Enhanced enterprise sales platforms with AI systems, boosting user engagement by 30% and streamlining interactions by 15%
- Architected robust backend architecture with React and Next.js, facilitating quick prototype testing and code shipping
- Implemented AI features for enterprise solutions, increasing automation by 40% and reducing manual client work by 25%

### QUANTGRO WEALTH MANAGEMENT

*Software Engineer*

**Bangalore, KA, India**

*January 2023 - January 2024*

- Developed AI-driven analysis tools, enhancing decision support processes by 35% and boosting operational agility by 40%
- Created data pipelines that substantially reduced latency, enabling swift code deployment and enhancing user experiences
- Led agile project sprints with cross-functional teams, increasing feature delivery speed by 30% and boosting user involvement
- Designed scalable backend solutions for wealth management, ensuring reliable deployments and seamless performance
- Crafted automation tools improving engineering throughput by 50%, which enabled rapid feature testing and feedback collection

### CHILL PANDA TECH

*Software Engineer*

**San Francisco, CA, USA**

*January 2022 - January 2023*

- Deployed robust multi-tenant SaaS framework supporting rapid MVP iteration and maintaining 99.9% uptime responsiveness
- Engineered financial systems to handle high-volume transactions efficiently, enabling quick deployment of new product ideas
- Utilized GPT for personalized customer interactions, enhancing engagement by 25% and reducing inquiries by 40%

- Built dynamic pricing models using AI for enterprise sales, resulting in a 30% revenue increase through tailored strategies
- Structured modular microservices, facilitating seamless feature rollouts and iterative development with reduced time-to-market
- Pioneered full-stack solutions with React for seamless user interfaces, expediting the validation of enterprise sales concepts

## **BYJUS**

*Software Engineer*

**Palo Alto, CA, USA**

*January 2020 - January 2022*

- Directed AI strategy to optimize enterprise sales channels, driving 50% growth in market segments and validating new concepts
- Crafted a marketing plan leveraging AI analytics, improving sales funnel efficiency and maximizing user acquisition rates
- Oversaw the lifecycle management of multiple products, driving revenue growth through strategic code deployments and insights
- Implemented resilient logistics analytics with AI, mitigating disruptions, and ensuring consistent enterprise-level deliveries
- Collaborated with leadership to define AI product visions, presenting impactful strategies to enhance enterprise user experience

## **RIVIGO**

*Software Engineer*

**Bangalore, KA, India**

*January 2016 - January 2018*

- Developed innovative logistics software supporting nationwide operations, enhancing enterprise shipping and delivery workflows
- Solely built framework for pickups, facilitating massive scalability to handle 300,000+ operations, optimizing sales logistics
- Directed the development of client dashboards offering actionable insights, streamlining enterprise client communication

## **ENTREPRENEURIAL VENTURES**

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

*Founder (Started as side project)*

**Bangalore, KA, India**

*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**

*Advisor and Consultant (Part-time)*

**Bangalore, KA, India**

*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)**

*Chief Product & Technology Officer*

**San Francisco, CA, USA**

*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**

*Fundamental analysis for Business Valuation*

**Kolkata, WB, India**

*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**

*Portfolio management and optimization*

**Kolkata, WB, India**

*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