

# 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

Financial Modeling, user interface, Tensorflow, operating systems, data modeling, Postman, C#, cloud technologies, React.js, REST APIs, Apache Spark, frontend, caching, JIRA, BigQuery, React Native, communication skills, LLM, Flask, Discrete Math, Airflow, Hibernate, RDBMS, UI/UX Design, attention to detail, Natural Language Processing (NLP), Cryptography, Route 53, e-commerce, Hotjar, database, GCP, CI, Hubspot, ETL, Business Analytics, Next.js, full-stack, Apache Kafka, Excel, containerization, data science, Pandas, MATLAB, Operating Systems, Redux.js, Django, AWS, Hadoop, Computer Networking, MongoDB, Heroku, C/C++, Flutter, Neural Networks, NoSQL, Tableau, CUDA, project management, LangChain, GraphQL, Cassandra, R, FastAPI, AngularJS, WebKit, Asana, Solidity, Excel/Numbers/Sheets, Blockchain, Scikit-learn, TypeScript, specs, Postgres, Product Design, Git, code review, Snowflake, ES6, Figma, Scala, Data Analysis, Webflow, Reinforcement Learning, Product Management, JavaScript, Power BI, Redis, Docker, Management, technical support, Azure, multi-threaded, Wireframe, Unity, PowerPoint/Keynote/Slides, Apache Hive, product management, WebRTC, Data Structures & Algorithms, Atlassian, Computer Vision, Node.js, Linux, deep learning, Selenium, product specs, Wordpress, Financial analysis, Web Development, Pytorch, Vim, CloudFormation, mobile web, Kubernetes, CDP, Front-end development, Web SDK, Tag Management, Digital Tagging, Tealium, Data governance, AEP, Analytics, Google Tag Manager, Data Analytics, Adobe Launch, Adobe applications, CJA

## PROFESSIONAL EXPERIENCE

### SYBILL

*Senior Application Developer*

**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 Application Developer*

**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 Application Developer*

**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**

*Senior Application Developer*

**Palo Alto, CA, USA**

*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**

*Senior Application Developer*

**Bangalore, KA, India**

*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**

*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