

# 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

Skills: C#, Node.js, full-stack, SDLC, Machine Learning, Flutter, UI/UX Design, Mixpanel, Tableau, Cassandra, Snowflake, frontend, CloudFormation, Solidity, Vim, Kubernetes, Hibernate, REST APIs, AWS, React Native, product management, Quantitative Analysis, Asana, Excel, mobile web, GCP, Selenium, project management, Reinforcement Learning, multi-threaded, WebRTC, Web Development, Product Design, Blockchain, Airflow, Hadoop, deep learning, MongoDB, NoSQL, JIRA, code review, Webflow, WebKit, Cryptography, e-commerce, CI, Apache Spark, Data Structures & Algorithms, C/C++, LLM, JavaScript, Hotjar, Product Management, Excel/Numbers/Sheets, Operating Systems, React.js, data modeling, Data Analysis, Unity, Confluence, GraphQL, Pandas, Redux.js, technical support, attention to detail, specs, Apache Hive, Hubspot, operating systems, product specs, communication skills, Docker, LangChain, Postman, Route 53, Atlassian, caching, CUDA, Scala, Wordpress, Power BI, Python, AngularJS, TypeScript, Next.js, Nest.js, FastAPI, Computer Networking, BigQuery, Natural Language Processing (NLP), Redis, containerization, MATLAB, Neural Networks, SQL, Django, database, Financial analysis, Git, Flask, Management, Postgres, cloud technologies, ES6, Apache Kafka, Scikit-learn, user interface, NumPy, Linux, Amplitude, Azure, Wireframe, Financial Modeling, data engineer, messaging, Developer Relations, content creation, accuracy, developer tools, results-driven, reliability, Engineer, startup mindset, demos, tutorials, AI adoption, developer communities, technical products, command line

## PROFESSIONAL EXPERIENCE

### SYBILL

*Developer Relations Engineer*

**Mountain View, CA, USA**

*January 2024 - Present*

- Enhanced AI systems for reliability and scalability, boosting user engagement by 30% and user-flow efficiency by 15%
- Crafted high-performance backend (Node.js, Express.js, Python) with responsive frontends (React, Next.js) to showcase demos
- Developed AI-powered features for enterprises, streamlining automation by 40% and reducing manual effort by 25%

### QUANTGRO WEALTH MANAGEMENT

*Developer Relations Engineer*

**Bangalore, KA, India**

*January 2023 - December 2024*

- Created AI-driven trading models, enhancing decision-making by 35% and improving operational efficiency by 40%
- Built real-time data pipelines reducing latency by 50%, elevating AI-driven financial execution and demo quality
- Spearheaded agile team, promoting rapid feature deployment cycles and accelerating releases by 30%
- Implemented end-to-end backend systems for fund management, optimizing performance and demo reliability
- Developed automation tools enhancing productivity by 50%, minimizing manual tasks by 45% for developers

### CHILL PANDA TECH

*Developer Relations Engineer*

**San Francisco, CA, USA**

*January 2021 - December 2023*

- Architected SaaS infrastructure supporting multi-tenant systems, ensuring 99.9% uptime for product prototypes
- Engineered order-processing infrastructure handling \$1M+ in transactions, successfully onboarding 10 clients
- Integrated GPT-based interactions improving user retention by 25%, reducing support inquiries by 40%

- Engineered dynamic pricing models, driving 30% revenue increase using personalized demos and user flows
- Designed modular microservices infrastructure, expediting feature rollouts by 50% for rapid product iteration
- Leveraged full-stack development with React, Next.js for seamless cross-channel interfaces in demos and tutorials

## **Osmo**

**Palo Alto, CA, USA**

*Developer Relations Engineer*

*January 2020 - December 2021*

- Executed AI-driven strategy for \$40M business, achieving 50% revenue growth through innovative demos
- Constructed \$15M AI sales strategy using predictive analytics to boost seasonal sales and ROI through content
- Managed lifecycle of 43 SKUs generating \$75M, optimizing content-driven pricing, inventory, and operations
- Implemented AI supply chain analytics ensuring logistic resilience, contributing \$10M global revenue from insights
- Collaborated with leadership to present AI strategy insights, enhancing content for the CEO and Board

## **RIVIGO**

**Bangalore, KA, India**

*Developer Relations Engineer*

*January 2016 - December 2018*

- Developed logistics software for a national network, promoting innovative uses and demonstrating across 100+ cities
- Sole developer of 'Pickups' demo module, now handling 300,000+ pickups, showcasing improved efficiency across cities
- Led a 3-member team in building client dashboards for over 100 clients, offering real-time insights and engagement

## **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