DANNY BASAVARAJU

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# EDUCATION

## Indian Institute of Management Calcutta August 2018 - May 2020

*MBA, Management Engineering GPA: 3.7*

## Indian Institute of Technology Delhi (IITD) August 2012 - May 2016

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

# PROFESSIONAL EXPERIENCE

## SYBILL Mountain View, CA, USA

*Senior Software Engineer (Founding Engineer) January 2024 - January 2025*

* 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 - January 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 3s%
* 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 2022 - January 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

## BYJUS Palo Alto, CA, USA

*Product Manager (AI & Strategy) January 2020 - January 2022*

* 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 - January 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

## 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

## 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

* 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 1st and 2nd across 10 consecutive years at Atomic Energy Central School (CBSE), India