

IMRAN YOUSUF - ENGINEERING LEADER

US-CITIZEN

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EXPERIENCE — [20+ YEARS]

Engineering Leader, Pricing



reported to VP

San Francisco

< 1 year

- Leading all of pricing – demand-side pricing, search pricing, and payment pricing.
- Rebuilt next-generation scalable narrow endpoints focusing on domain boundaries between cancellations, alterations, availability and delivered total pricing.
- Drove both Quarterly & Yearly roadmaps and strategy planning for platform & product

Director of Engineering



reported to CTO

Palo Alto

3 years

- Lead the entire insurance business unit – Compliance, Rater, Billing, Claims, Insurance Platform, Catalog, Brokers, Underwriting, Machine Learning & Shared Services.
- Changed direction to build tools to accelerate rate changes and launches by 150% for 37 states along with moving the entire stack to React using GraphQL to orchestrate 13 core microservices to scale the demand from a monolith architecture to a distributed system.
- Championed technical strategy and execution by partnering closely with Product, Design & Business to ensure in making tradeoffs to balance short-term business needs with long-term technical quality.
- Introduced Smart-Home devices program with Ring, Notion & Simplisafe which lead to 85% YoY growth in sales revenue & transitioned the multiple core teams to Poland.

Engineering Leader



reported to CTO

San Francisco

7 years

Head of Engineering, StubHub - Supply & Marketplace

- Set functional direction for multiple teams for Supply, Integrations, Inventory, Catalog, Search, SeatMaps, Pricing, Promotions, Developer Portal.
- Delivered high-ROI marketplace projects that lifted revenue by 17% YoY and drove collaboration across functions/ geos - Business, Operations, Engineering, Architecture, Product to execute strategy for order lifecycle of 500M tickets that impacted 43M users.
- Launched distributed APIs that brings \$10 Billion worth of ticket inventory while maintaining the high availability of 107M combined API requests/day.
- Successfully directed and delivered - Rewards, Distributed Commerce, Dynamic Pricing Guidance & Cart with teams in different geos. Introduced StubHub's Experiences business, consisting of solving problems in search, reco, growth, quality, data, and host tools along with creating an entire social network, taking StubHub recommendation from purchases for the first time using Machine learning models.

Engineering Leader



reported to CTO

Bay Area

1.5 years

- Built the next-generation cash management platform & forecast engine on a serverless architecture on GCP using terraform while expanding the team to 20+ engineers in Brazil, India & Canada and maintained SOC2 compliance.

Chief Technology Officer & Founder



reported to Board

Bay Area

3.5 years

- Built & led a professional social networking application that helps connect people they should know with a team of 6 engineers & 4 product marketers.

WinSys Programmer & Administrator



reported to CIO

Berkeley

3.5 years

- Re-structured Berkeley's entire on-prem stack to google cloud provider.

Principal Software Eng & Engineering Manager



reported to CTO

Remote

4 years

- Built a patient information retrieval and payment processing platform.

EDUCATION

MBA in Leadership & Management
University of Illinois, Urbana-Champaign



UNIVERSITY OF
ILLINOIS
URBANA-CHAMPAIGN

Masters in Computer Science
Georgia Institute of Technology



Georgia Tech.

- Bachelors in Computer Science
- Bachelors in Statistics
- Bachelors in Cognitive Science
- Degree in Industrial Engineering & Operational Research

5. Certificate in Entrepreneur & Technology
University of California, Berkeley



Berkeley
UNIVERSITY OF CALIFORNIA

PROUD OF



StubHub Covid Re-Org

Reshaped the org after a layoff of 67% eng during covid while delivering goals



Expansion to 37 States

Was able to expand 8 product offering to 37 states in just 18 months



Public to Private Company

Held a 96% engineering retention rate during company transition from public to private while detaching from eBay



Merger with Viagogo

Facilitated the largest merger in the ticketing industry while complying with government regulation, which also required the sale of the newly acquired international business



Redefining Insurance in 60 secs

Helped develop a platform that disrupted the entire insurance industry by bringing quotations and getting insured directly to consumers from 30 mins to under 60 sec



Acqui-hire of Umbrella

Ensured employees were re-employed to the private equity firm



Self Served API Portal

External Apis for partnerships with MLB, NFL, NBA, NCAA, etc that contributed 2.67B in annual sales