IMRAN YOUSUF - ENGINEERING LEADER

⚑ US-CITIZEN   @ yousufimy@gmail.com   📞 510-730-5556   in linkedin.com/in/imranmyousuf   ⊙ github.com/imranyousuf

EXPERIENCE — [20+ YEARS]

Engineering Leader, Pricing

airbnb   reported to 👤 General Manager   🏢 68 org   📍 SF   📅 < 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

hippo   reported to 👤 CTO   🏢 102 org   📍 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

ebay   reported to 👤 CTO   🏢 96 org   📍 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**.
- Succesfully 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

rt en   reported to 👤 CTO   🏢 28 org   📍 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

umbrella   reported to 👤 Board   🏢 11 org   📍 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

PowerShell   reported to 👤 CIO   🏢 12 org   📍 Berkeley   📅 3.5 years

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

Principal Software Eng & Engineering Manager

Aurtho   reported to 👤 CTO   🏢 8 org   📍 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.

1. Bachelors in **Computer Science**
2. Bachelors in **Statistics**
3. Bachelors in **Cognitive Science**
4. Degree in **Industrial Engineering & Operational Research**
5. Certificate in **Entrepreneur & Technology**

University of California, Berkeley

Berkeley UNIVERSITY OF CALIFORNIA

PROUD OF

🏠 **AirBnB Transparent Pricing**
Successfully launched all in pricing for all 182+ countries & 150M users

🏆 **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 aquired 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