

# PRIYANSHU JAIN

Bangalore, India

+917509657590

[ipriyanshujain@gmail.com](mailto:ipriyanshujain@gmail.com)

## EXPERIENCE

**Loqal  
Co-Founder**

**Bangalore, India/ Westfield, NJ  
Nov 2020 - Present**

- Developed a payments system that would allow consumers to pay using QR code and push-messages, and merchants to reduce cost of payment acceptance by >50%
- Established financial and technology partnerships and negotiated for premium customer support services while adhering to the lowest costing pay-as-you-go terms
- Architected the platform independently, and completed the development and deployment of the product (from conceptualization & design to launch) in under 2 months with a team of 2 engineers and a budget of <\$5K
- Developed payment security and privacy systems that would be >2X more secure than credit-card based payment systems
- Recognized by our financial partners for having the most robust payments system built at the fastest pace
- Executed a trial of our payments system with 35 consumers and 6 merchants, generating >\$1K weekly in volume
- Ended the company due to challenges of lack of funds

**Spotlightpay  
Co-Founder**

**Bangalore, India/ Westfield, NJ  
Nov 2019 - Oct 2020**

- Developed the world's first bank-agnostic international payments router (akin to a stock exchange for international payments). Used this solution to upsell clients from our FX-auditing business, Spotlight.
- Raised \$100K from angel investors within 2 weeks of fund raising
- Architected a standardized payment API platform to integrate into any bank for any currency pair (20+ currencies supported) and Managed a team of 4 engineers
- Established partnerships with multiple payments providers and negotiated \$0 in implementation charges, and \$0 in transaction/monthly fees
- Grew revenues at an average of 10% m/m, and achieved profitability by Mar 2020
- Ended the company due to negative headwinds in the international payments industry caused by COVID

**Spotlight  
Co-Founder**

**Bangalore, India/ Westfield, NJ  
Jun 2018 - Jan 2021**

- Launched the world's foreign exchange rate auditing software to help SMEs audit and benchmark the competitiveness of exchange rates received by their financial services providers

- Developed a heavily modified mean-shift algorithm to conduct modal estimations of non-parametric multi-modal datasets, resulting in the ability to detect FX-premiums with an accuracy of >94%
- Built a digital auditing platform to allow customers the ability to upload transactional data from their accounting systems, review our audit reports, and have access to live FX-rates from our integrated FX-rate providers
- Grew revenues at an average of 30% m/m, and achieved profitability by May 2019, and helped our clients address >\$5M in annual savings
- Ended the company due to negative headwinds in the international payments industry caused by COVID

**AirCTO (acquired by Gojek)**  
**Software Engineer - Full Stack**

**Bangalore, India**  
**Jul 2017 - Jul 2018**

- Rebuilt AirCTO dashboard frontend from scratch resulting into improved performance and positive feedback from customers.
- Rearchitected AirCTO resume parser for categorized candidate profiles based on gender, skillset, experience, education, projects, resulted into better candidate-job profile match.
- Built monitoring and metrics collection system for overall AirCTO platform resulted into improved performance and security.
- Build AirCTO community platform for interaction between developers resulted in attracting more candidate to AirCTO job board.

## EDUCATION

**Guru Ghasidas University**  
**BTech; Major in Computer Science**

**Bilaspur, India**  
**Jul 2013 - May 2017**

- Created independent CS curriculum using MooCs
- Started Codechef Student Chapter, Mozilla Campus Club. Built and lead team of 5 members and organized coding events with 100+ participants
- Finalist in college business plan team competition 2016
- Worked on 2 research problems:
  - Study of stable marriage problem under social stability
  - Kidney Exchanges: A survey on algorithms and constraints for modern kidney exchanges in India

## ADDITIONAL INFORMATION

- Received honorable mention in ACM ICPC (International Collegiate Programming Contest) Asia Chennai regionals 2016
- Build [besttogether.in](http://besttogether.in) to spread awareness about mental health problems in India

## TECHNOLOGIES

- Programming: C, Python, Javascript, HTML, CSS, Shell Script
- Frameworks and Databases: Django, Flask, Node, React, Fabric, Postgres
- Design: Figma, Zeplin
- Others: Git, NginX, Redis, RabbitMQ, Docker, AWS, GCP