

Raj Derangula — US Citizen

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PROFILE

Builder-minded Computer Science student with hands-on experience shipping AI-powered products, revenue-generating systems, and growth experiments. Strong bias toward execution, rapid learning using AI tools, and owning projects end-to-end across product, automation, and distribution.

EDUCATION

- **Virginia Polytechnic Institute and State University (VT)** Blacksburg, VA
B.S. Computer Science *Expected May 2027*
 - **Program:** Accepted into Accelerated Master's in Computer Science (Innovation Campus)

EXPERIENCE

- **Independent Reselling Venture** Christiansburg, VA
Founder & Operator *April 2025 – Present*
 - **Revenue ownership:** Generated **\$10,000+** revenue and **\$5,000+** profit in under **6 months** while managing sourcing, pricing, sales, and fulfillment.
 - **System building:** Designed automated workflows to track inventory, margins, and sales performance across **50+ products**.
 - **Growth experimentation:** Iterated weekly on pricing strategies, sourcing channels, and buyer outreach based on conversion and profit data.
- **User-Generated Content (UGC)** Remote
Growth Operator *Dec 2025 – Present*
 - **Monetized distribution:** Generated **\$450+** in **10 days** by producing conversion-focused short-form UGC for consumer brands.
 - **Rapid iteration:** Tested hooks, pacing, CTAs, and creative formats daily to optimize engagement and conversion.
 - **Brand collaboration:** Worked directly with brands to align messaging with product positioning and audience intent.
- **Radical AI** New York, NY (Remote)
AI Engineer Intern *May 2024 – Aug 2024*
 - **Shipped AI products:** Built and deployed AI-powered quiz and syllabus generators used by **100+ educators**.
 - **AI-first development:** Leveraged Python, Gemini API, Streamlit, and Docker to rapidly prototype and iterate based on user feedback.
 - **Product impact:** Reduced educator prep time by **50%+**, contributing to improved adoption and engagement.
- **KidzPitch Summer Camp** Charlotte, NC
Founder & Director *Jun 2020 – Aug 2022*
 - **Built from Zero:** Founded and scaled an online STEM program serving **120+ students**.
 - **Growth & marketing:** Increased website impressions from **0 → 1,200+** in **3 months** through SEO and digital marketing.
 - **Team leadership:** Led and managed **10 staff members**, overseeing curriculum, operations, and logistics.

PROJECTS

- **iOS Fitness App (Swift, Firebase, AI APIs) — In Progress:** Building and shipping a consumer iOS app using AI-assisted development; documenting the build publicly to gather feedback and iterate quickly.
- **AI Lead Generation & Appointment Automation (n8n, Clay, Atlas AI, Apollo, Zapier):** Designing an end-to-end system that enriches leads, qualifies prospects, places AI-powered calls, and logs results in a centralized dashboard; initially built for a legal-tech startup with plans to generalize for SMBs.
- **Reselling Inventory Automation (React, Python, Gemini AI):** Built a web app that ingests product screenshots and automatically tracks inventory, revenue, and profit across **50+ items**.

SKILLS

- **AI & Automation:** Gemini API, OpenAI API, Prompt Engineering, Cursor, Workflow Automation, n8n, Zapier
- **Frameworks / Tools:** React, React Native, Firebase, Streamlit, Docker, Git, AWS
- **Programming Languages:** Python, JavaScript, Swift, Java, SQL, R
- **Product & Growth:** User Research, Rapid Prototyping, SEO, Digital Marketing, Analytics, Entrepreneurship