Raj Narayan

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WORK AND RESEARCH EXPERIENCE

Palantir Technologies, New York, NY
Lead, U.S Automotive   November 2021 – Present
- Co-led 10-person team across US Automotive Industry in pre-sales deal capture and post-sales expansion
- Drove $70M+ in signed contracts across multiple strategic enterprise clients through technical solution design and delivery
- Built and deployed AI/ML models (vision, audio, LLM) and optimization algorithms in production environments
- Led 30+ executive workshops, bootcamps, and on-site implementation sessions to accelerate platform adoption
- Trained 30+ client personnel on platform capabilities and solution development methodologies
- Designed custom data pipelines and analytical frameworks to solve complex operational challenges across automotive manufacturing and supply chain
- Lead 3 direct reports and serve as technical interviewer for candidate evaluation and hiring decisions
- Developed and patented novel graph database search and connectivity algorithm to optimize large-scale data relationship queries

Allvue Systems, New York, NY
Senior Product Specialist   July 2019 – November 2021
- Developed custom SQL trade management and approval module for $100b+ AUM public investment manager
- Managed all consulting work across six major external clients to ensure successful and timely feature delivery
- Built and managed five discrete product modules for new asset management client
- Executed trade integration between funds to reduce time needed for trade processing by 60%

Goldman Sachs, New York, NY
PWM Americas Management Team   June 2018 – December 2018
- Created models in python using 700k+ records to better predict outcome of prospect outreach
- Developed and maintained new resources for tracking performance of over 300 wealth advisors
- Produced extensive presentations on new strategic insights for Upper Management
- Forecasted future growth potential using variety of factors in 19 years of historic, proprietary data

EDUCATION

Northeastern University, Boston, MA
Khoury College of Computer Sciences   September 2014 – May 2019
Bachelor of Science in Computer Science & Business Administration
- *Related Courses:*   Algorithms & Data | Software Development | Database Design | Data Analysis (R)
- *Activities:*   Freshman Mentor | Husky Ambassador | Data Science TA | NU Consulting Club
- *Honors:*   3.73/4.0 GPA | Dean's List | Forbes 30 under 30 Scholar | Board of Trustees Speaker

London School of Economics, London, UK   July 2015 – August 2015
Student of Game Theory and Competitive Strategy
- *Overall Grade:*   A+

ADDITIONAL

Pecan Developer   January 2016
- Created Web App, with team, to consolidate and summarize search queries for Hack Beanpot
- Developed code in Python to do sentiment analysis on live tweets (using external APIs)
- Won prize for best usage of Wolfram API at Hackathon

Skills: Conversational in Spanish, Hindi, Tamil | Piano | Web Site Design | Microsoft Office | BMC Certified
Interests: Basketball | Satirical Writing | Photography | Video Production | International Affairs | Tennis | Data
Technical Knowledge: Python | LLM Development | Ruby | Java | JavaScript | Xamarin | VBA | SQL | CSS | HTML