

EDUCATION

Indian School of Business | PGP | Specialization in Information Management

2026 - 2027

- **Founding member & Steering Committee, Tech Strategy & AI SIG:** built & ran the applied GenAI teaching series for **150+ members**
 - Hosted **CXOs & senior industry leaders** on how firms are turning AI into measurable business value across functions & industries
- **Consulting Project, ELP (ongoing): pricing redesign & 180-day GTM plan** targeting **~30% revenue uplift** for a B2B cloud-cost startup
 - Benchmarking **6 competitors** & interviewing **30+ C-suite leaders** to sharpen its value proposition for mid-market SaaS customers

National Institute of Technology, Calicut | Bachelor of Technology | 8.28 CGPA (Rank 4/40)

Aug'19 - May'23

- **Technical Head, ISTE NITC:** led a 6-member team running nationwide mock JEE exams for **4,000+ students**; voted **NITC's best club - 1st/14**
- **Marketing Head, CPHUB:** built end-to-end sponsorship pipeline, from prospect discovery & pitching to final payment & **ROAS insights**
- **Ragam & Tathva Marketing Team:** raised **₹24L** from **Royal Enfield, SBI, Sony & Realme** for fests drawing **1L+ combined yearly footfall**
- **Salesforce | Software Engineering Intern (May'22 - Jun'22):** awarded **PPO**; saved **~\$120K/year** in public-cloud costs with automation
 - Replaced multi-week manual resource clean-up with an automated maintenance pipeline, achieving **same-day turnaround** for teams
- **dRisk (Kandle) | Founder's Office Intern (Jan'22 - Feb'22):** raised **sign-up completion 40%** & **weekly sign-ups by 400** via a portal rebuild
 - Removed redundant sign-up steps & simplified the flow with CEO & CTO, lifting **weekly retention 15%** & cutting early-stage drop-off
- **Government of Wayanad | Volunteer Intern (Sep'21 - Nov'21):** handpicked by NITC to lead a rainfall-triggered **flood-warning project**
 - Modeled rain-gauge placement across 3 flood-prone towns; plan **adopted by district disaster authorities** serving **850K+ residents**

WORK EXPERIENCE

Salesforce | Member of Technical Staff | Developer Productivity & AI Reliability | Bengaluru & Hyderabad, India

Jul'23 - Apr'26

Owned developer platform & agentic AI products used by 3,000+ engineers daily, partnering with Product, Security & Ops in 5 countries

Key Achievements

- Fast-tracked promotion to MTS; rated **top 10%** in all 3 cycles; **Engineering Excellence Award** winner (**nominated twice**); **2 spot bonuses**
- Delivered sessions on **developer productivity** at Salesforce's flagship **Dreamforce & TrailblazerDX** conferences to **2,000+ live attendees**
- Designed a **patent-pending** validation layer **blocking misconfigured Helm deploys** in CI/CD across **30K+ daily builds** company-wide

AI-Led Productivity & Efficiency

- Saved **~\$500K/year (1,400 hours/quarter)** by launching a **RAG assistant** resolving repeat support queries over a **12,000+ document index**
 - Shipped it as one of Salesforce's **first centralised AI products for developer teams**, proven on **7 use cases** then scaled to **60+ teams**
- Shortened new developer setup from **3-4 days to under 1 hour** with an **MCP-based service** replacing extensive documentation lookups
 - Enabled agents to convert **plain-English infra requests** into **Terraform config** for **35+ teams**, cutting central platform team dependency
- Cut **LLM access provisioning 99.5% (8 days → <1 hour)** by launching a **self-service gateway** for team-defined **rules within IAM guardrails**
 - Codified rules into sign-off templates, granting engineers **role-matched access same-day** & cutting iteration from weeks to hours
- Improved answer accuracy **14%** by designing an **eval framework** scoring retrieval & response quality independently for **agentic tools**
 - Equipped 800+ engineers to trace failed answers to their root cause, separating missing context from model error on every failure

Customer Discovery & Growth

- Secured **leadership buy-in for 3 products** by turning customer interviews into **prioritized roadmaps** & leading **org-wide rollout** end to end
- Shaped **annual product vision** by pairing **telemetry & usage-funnel analysis** with user interviews, authoring **PRDs** for top friction points
- Grew internal user base **~40%** by extending the devEx platform to **Google & Alibaba Cloud**, authoring the **multi-cloud** product specs
 - Traced adoption blockers to regional data & compliance constraints unmet by AWS-only support, shaping the expansion business case
- Cut **request turnaround 80%** for **3,000+ users** by replacing GitHub-based channels with a structured **intake portal**
 - Brought all stakeholders into a single workspace, easing onboarding friction; staged broader release on pilot cohort data

Workflow Automation & Developer Experience

- Accelerated production-change approvals **94% (4 days → 6 hours)** across **350+ daily requests** by automating manual sign-off chains
- Reduced **new-engineer onboarding 95% (4 months → 2 weeks)** by converting ad hoc configuration into reusable deployment templates
- Compressed environment builds & teardown from **3 weeks to under 2 days** by replacing tickets with on-demand tooling
- Freed **~120 hours/month** for **4 client teams** by folding budget, compliance & legal checks into the central approvals platform

Curio | Co-founder (Part-time) | AI grading & personalized learning platform for Indian schools | Bengaluru, India

Aug'25 - Jan'26

Grades handwritten math & science answer sheets against board rubrics & delivers personalized feedback for grades 6 to 10

Market Sizing & Product Strategy

- Defined Curio's core problem through **45+ teacher interviews**, quantifying **4+ hours/day** lost to grading handwritten answer sheets
- Identified handwritten grading as an unmet market gap & revenue stream, unserved by typed-input incumbents across Indian schools
 - Solved it with a vision-model pass splitting answer sheets into steps before **OCR**, enabling **step-level marking** of handwritten work
- Raised **teacher acceptance of grades from 62% to 78%** through a **human-in-the-loop** model learning from every manual correction

Pricing, Positioning & Founder-Led Sales

- Generated **₹4L ARR** from **4 paying schools** on a per-student annual subscription model, building a **25+ school sales pipeline** in 6 months
- Created **value-based pricing** per student: teacher hourly cost × estimated time saved, then priced at a discount to the value delivered
- Positioned Curio on **CBSE, ICSE & IB** rubric alignment & native **Google Classroom** integration, requiring no change to teacher workflows
- Ran **founder-led sales** via principal referrals, school-association events & LinkedIn, converting **6-week pilots** into paid annual contracts

Unit Economics & Delivery

- Onboarded **6 campuses**, sustaining **43 minutes/day** of teacher usage & **~360 submissions/day**, saving educators **~45 hours/month**
- Cut **grading cost per submission 12%** by **A/B testing inference routing**, sending simple steps to a smaller model & batching OCR per sheet

OTHER ACHIEVEMENTS

- **Social Impact:** Taught science & math to **250+ underprivileged students**; ran relief & education drives with Kozhikode district officials
 - Led **6 volunteering drives** for Salesforce's DevEx org, partnering with dog shelters, blind-support organizations & child-care homes
- **Badminton:** Represented NIT Calicut at the **Inter-NIT Championships & Aurangabad** at the **Maharashtra State-level Championships**
- **Esports:** Competed in Dota 2 within a 5-player team format; earned **₹65,000** in total prize money across **12 tournaments**
- **Public Speaking & Theatre:** lead moderator, DebSoc NITC; performer, street play team & Drama Club; led mock interview workshops