

Harsha Ghandikota

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EDUCATION

Duke University

Durham, NC

Master of Engineering Management / GPA: 4.0/4.0

Aug 2025 – Dec 2026

- Duke Innovation & Entrepreneurship Graduate Certification | GRE: 328/340 (Quant: 165/170) | 1st Place, Fuqua Specialty Master's Case Competition (Nov 2025)
- Graduate Teaching Assistant, Digital Transformation (Prof. Anthony O'Driscoll)

Osmania University

Hyderabad, India

B.E., Civil Engineering / GPA: 3.71/4.0 (First Class with Distinction)

Jun 2019 – Jun 2023

- Best Research Paper: blockchain-based optimization of construction supply chains and contractor payment flows

EXPERIENCE

AI Product Operations Intern

New York, NY

Odynn (Bonfire Ventures + Fiat Ventures, \$9.5M Seed)

Jun 2026 – Present

- Architected the RAG retrieval layer for a production dual-layer LLM support agent serving enterprise banking and loyalty clients (ANZ Bank, Bilt Rewards, Flight Centre), applying semantic analysis to structure 236 pages of documentation into a topic-segmented knowledge base
- Own the system end to end: built evals to diagnose retrieval and confidence-threshold failures, scaled the platform 3.5x in weekly ticket volume with zero architectural crashes and zero knowledge debt, and cut customer wait time 70% (38 hours to under 5.5 hours). CTO-approved, adopted team-wide
- Redesigned escalation routing for a fintech platform serving banks and card issuers, engineering an NLP workflow to detect direct-address signals in Slack and tier-based auto-response logic

Student Consultant - GTM & Product Strategy

Remote (USA)

Cybrid (Duke Consulting Practicum)

Jan 2026 – Apr 2026

- Built a market-entry prioritization framework scoring 6 GTM segments across 73 competitors in the US, EU, UK, and APAC; identified a competitor's \$1.8B acquisition as a 6–12 month displacement window and rejected the consumer card lane
- Designed pricing architecture at 0.25% USDC conversion (vs. market leader's 0.50–0.65%), achieving a 90.6% gross margin and 40x compliance-cost advantage. Findings adopted without revision, tracking to launch Q3 2026

Associate - Strategy, Product & Growth

Hyderabad, India

Hoshira Capital (\$570M Private Equity Firm)

Jul 2024 – Jun 2025

- First dedicated operations hire at the firm; promoted from Analyst to Associate in 7 months, leading 2 analysts. Built decision-support systems that cut executive deck turnaround from 5 days to 48 hours, supporting closure of a \$30M real estate deal
- Architected a fund investment thesis across 4 asset classes targeting 30–50% annual CAGR; designed CropCoin, a lending system within a \$2M+ GMV, 35-client agri-commerce platform (Zomato, Kiranakart), raising \$12–14M at 3.7% unit margins. Compressed diligence from 8 weeks to 3 weeks across 25+ companies; ran end-to-end advisory on a \$48M IPO

Graduate Trainee Engineer - Pricing & Capital Strategy

Hyderabad, India

Aarvee Associates

Jun 2023 – Jun 2024

- Managed \$100M+ in bid operations across 40+ infrastructure pursuits (\$3M–\$60M) spanning India, UAE, and Australia; cut pricing errors 70% and improved margins 15% via Excel-based cost-estimation systems, tripling bid volume and unlocking a \$40M+ project category
- Reduced bid turnaround from 3 weeks to 4 days; delivered a 24-hour international bid independently across time zones, securing a win with no one to hand off to

PROJECTS

Liquidity Agent | Python, Polymarket API, Kalshi API

github.com/harghan/liquidity-agent

- Autonomous agent processing live orderbook data from Polymarket and Kalshi, applying Kyle's Lambda, Amihud Illiquidity, and Roll's Implied Spread to identify \$125,929 in avoidable slippage across 15 matched markets

CreditLens | Python, Flask, SQLite, SQL, Chart.js

github.com/harghan/creditlens

- Full-stack credit intelligence system modeling 400 SME borrowers and 900 loans across five proprietary SQL risk frameworks, served through a Flask dashboard; modeled a \$27.3M portfolio and mapped a \$2.27M recovery gap

Indian Equity Analysis DB | SQL, MySQL, Window Functions

github.com/harghan/indian-equity-analysis-db-main

- SQL-only equity research engine covering technical indicators (RSI, Bollinger Bands, moving averages), sector-level return/volatility tracking, and portfolio P&L

SKILLS & ADDITIONAL INFORMATION

AI/LLM & Quantitative: RAG retrieval architecture, Evals design, Confidence-threshold tuning, SQL (Advanced, HackerRank certified), Python, Financial modeling (DCF, valuations, comps), Economic modeling, Pricing architecture, Operations analytics

Platforms & Tools: Power BI, Excel (Advanced), Tableau, HubSpot, Airtable, Zapier, Notion

Business & Consulting: Market entry strategy, Competitive analysis, GTM strategy, Process optimization, Valuation frameworks, Investment diligence

Certifications: Qualcomm AI Upskilling (Technical Foundations), Anthropic AI Fluency, Operations Analytics (UPenn), McKinsey Forward Program, Lean Six Sigma, ISB Trading Algorithms

Languages: English, Hindi, Telugu (fluent/native), Spanish (professional)