

Saurabh Pandey

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EDUCATION

SRM Institute of Science and Technology (SRMIST)

B.Tech in Computer Science Engineering; CGPA: 9.52 / 10

Tamil Nadu, India

2022 – 2026

The Tribhuvan School

Class XII (CBSE) – 86%

Patna, Bihar

2022

Don Bosco Academy

Class X (ICSE) – 86%

Patna, Bihar

2020

EXPERIENCE

Acmegrade Pvt Ltd

Business Development Associate (Intern Lead to Full Time)

Remote

December 2025 – Present

- Managed territory-based enterprise portfolios and multi-stakeholder deals, driving regional revenue growth, B2B sales pipelines, and consultative partnership strategies.
- Conducted field-intensive engagement and executive QBR presentations, utilizing advanced Excel pivot tables, VLOOKUPS, and ROI models to secure account retention.

The Boring Education

Strategic Account and Growth Lead

Remote

September 2023 – Present

- Owned high-value multi-outlet portfolios and enterprise growth initiatives, conducting 70+ in-person partner meetings monthly to drive account activation and expansion.
- Diagnosed partner performance gaps, delivery margins, and unit economics, developing customized business cases and data visualization dashboards.

Akamai Technologies

SWE Intern (Business Analysis and Reinsurance / P and C Architecture)

Tamil Nadu, India

June 2025 – August 2025

- Developed a web-based RCA automation tool, reducing anomaly triage time by 70 percent using score-based violation detection, functional design documents, and visualization dashboards.
- Collaborated directly with business stakeholders, conducting process flow analysis, business process optimization, and User Acceptance Testing (UAT).

Fuelemy

Frontend Developer Intern

Remote

August 2024 – January 2025

- Refactored modular React.js codebase and enhanced UI/UX with lightweight animations, reducing load time by 20 percent while managing complex implementation initiatives.

Intel Corporation

Intel Unnati Industrial Trainee (GenAI, Red Teaming and LLM Optimization)

Remote

October 2023 – November 2023

- Executed adversarial prompting, red-teaming methodologies, and prompt evaluation to identify vulnerabilities and test LLMs across resource-constrained environments.
- Analyzed model outputs against risk taxonomies, policy tiers, and harm categories to document safety insights and ensure rigorous quality control.

Microsoft

Future Ready Talent Intern

Remote

July 2023 – September 2023

- Built a cloud-based healthcare web app with Azure Containers and Blob Storage; completed 37 learning paths using package-based implementation methodologies.

GDSC SRM Technical Team

Technical Team Member

Tamil Nadu, India

August 2023 – April 2024

- Developed responsive UI components for student projects; collaborated in Agile/SCRUM sprints focusing on customer focus, usability, and performance.

PROJECTS

Career Compass AI	Generative AI, Prompt Engineering, Python, React
Architected an AI-driven platform leveraging multi-modal prompts, behavioral analysis, and context-rich scenario generation for safe, tailored user outputs.	
TatkalEasy	Adversarial Testing, Automation, JavaScript
Designed automated validation and stress-testing workflows to simulate high-pressure edge cases and boundary conditions under tight constraints.	
Composio Assignment	Agent Tooling, API Integration, Evaluation
Implemented agent tooling frameworks and structured logging schemas to analyze external API behavior and automate multi-platform actions.	

TECHNICAL SKILLS

GenAI Safety Methodologies:	Generative AI, Red Teaming, Adversarial Prompting, Prompt Engineering, Risk Taxonomies, Model Evaluation, Data Curation, Quality Control
Languages:	Python, JavaScript, Java, C++, C, Dart, SQL
Frameworks & Tools:	React.js, Angular, Express.js, Redux, Flutter, REST APIs, Git, Agile/SCRUM, Azure, AWS
Core Competencies:	Analytical Problem Solving, Policy Sensitivity, Detail-Oriented Documentation, UAT, System Design

CERTIFICATIONS, AWARDS & ACHIEVEMENTS

Certifications:	AWS Academy Graduate ML Foundations, Walmart Global Tech Advanced SWE, J.P. Morgan Software, Oracle Cloud Foundations Associate, Google Cloud AI Apps with Gemini and Imagen, Cisco Networking Basics, Cisco Modern AI, HackerRank Certification
Awards:	Winner (FOSS Hack 2024, Intel AI PC Hackstorm Challenge), 1st Runner Up (Standard Chartered Hackathon '25), 3rd Place (Ideathon SRM), 2nd Place (Comic Script SRM Milan National-level Competition)