

Rishabh Saxena

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WORK EXPERIENCE

YELP

Hamburg, Germany

Senior Engineering Manager - Business Acquisition on Web + Overall Business Growth on Mobile

Sep 2023 - Present

- Managed 2 teams of total 9 engineers spanning across the UK and Europe, with accountability for \$2M departmental budget and \$60M revenue. Aligned teams with business vision to target 20% YoY growth in B2B user acquisition.
- Received fast-track promotions, advancing from an entry-level Software Engineer to one of the youngest Senior Engineering Managers (compared to ~90 managers with an average experience of 10 years) at Yelp.

Engineering Manager - Business Acquisition on Web

Jan 2022 - Aug 2023

- Improved existing business acquisition funnel by implementing programs to address bottlenecks (guided digital onboarding journeys), increasing new business acquisition rate from 7% to 18% within 1.5 years.
- Spearheaded new revenue opportunities for business acquisition vertical, led and delivered 10+ product features (such as improving B2B partner API's worst-case performance by 97%, enabling Yelp's businesses to list without storefronts, improved business verification process to reduce business rejection rate by 20%), increasing acquisition revenue from \$45M to \$60M within 1.5 years.
- Implemented new 360 peer-feedback process to improve interpersonal relationships and aligned career growth with organisational goals in a team of 6 engineers, resulting in a 40% improvement in development velocity.

Software Engineer - Business Growth

Jun 2019 - Dec 2021

- Re-architected new business acquisition product to align itself with Yelp's long-term B2B technical vision, yielding significant reduction in maintenance hours from 2100 hours/year to 800 hours/year (-60%)
- Drove internal and external outreach events for Yelp in the Hamburg tech community; Organised and emceed weekly internal technical talks for 1.5 years (attendance: 50+); Represented Yelp at 3 external conferences (attendance: 500+).

BROWSERSTACK *Most Valued (\$4B) B2B SaaS company in India*

Mumbai, India

Software Engineer - Backend Mobile Platform

Jul 2018 - Apr 2019

- Worked directly with the Engineering Director to deliver 3 high impact projects to make BrowserStack's core product compatible with newly launched mobile devices. Delivered the 3 new projects 2 weeks before B2B competitors, remaining industry leader.
- Eliminated manual touchpoints in IT maintenance through automation, reducing MTTR (mean time to recovery) by 40%

INTEL

Bengaluru, India

Software Engineer - R&D Intern for iPhone chipset

Jan 2018 - Jun 2018

- Re-engineered the iPhone chipset error-detection module to achieve a 40-fold enhancement in runtime performance, earning recognition from Intel engineers even after transitioning out of the company.

OPEN-SOURCED ENTREPRENEURIAL INITIATIVES

ERGONAMES (<https://www.ergonames.io/home>) *Co-Founder* - Created a digital identity product powered by Ergo (Ethereum competitor) blockchain, winning 20k USD runner-up award in ErgoHack V due to value creation, novelty and execution of the project. Managed distributed project execution by collaborating with 4 open source contributors; Implemented and maintained frontend website for ergonames blockchain NFT creation. (Apr 2022 - Sep 2022, 10 hrs/week)

COVID 19 VENTILATOR - SEVAK (<https://www.kseng.co.in/s-evak>) *Co-Founder* - Bootstrapped medical ventilator inspired by MIT's e-vent ventilator to address ventilator shortage during Covid-19 period in India. Collaborated with a 5-person team of mechanical, electrical & biomedical engineers, completed a functional product within 6 months of R&D (50% lower than industry benchmark). (May 2020 - Jan 2021, 25 hrs/week)

MOZILLA, SSH-SCAN (<https://observatory.mozilla.org/>) *Co-Author* - Launched a popular computer network security product that has 140k+ downloads and 38M+ scans to-date. Led system design and developed core functionality by leading a 7-person team across USA & India. Selected as the top 3 out of 300+ information security experts worldwide in Mozilla Winter of Security event. (Oct 2016 - Apr 2017, 20hrs/week)

SUSE LINUX, OSEM (<https://events.opensuse.org/>) *Project Lead & Implementor* - Revamped the payment collection system from offline to online channel, reduced friction in openSuse event registration process and improved conversion rate by 20%. Received highest award of \$5.5k: top 6% out of ~20k contributors worldwide in Google Summer of Code event (Apr 2016 - Aug 2016, 30 hrs/week)

EDUCATION

BIRLA INSTITUTE OF TECHNOLOGY, MESRA

Ranchi, India

BE in Information Technology - First Class with Distinction (8.18/10 GPA)

Aug 2014 - Jun 2018

- DigitalOcean Hackathon** winner: Awarded National Rank 1 (of 500+ engineers) in Digital Ocean Code Sprint for solving computer programming problems in the fastest time and the most optimal manner. (3 day event, Feb 2017)
- BIT Mesra Computer Club, Administrator** - Maintained student computing assets, organised weekly programming competitions and led 5+ workshops with an average footfall of 100+ students per event (8 hrs/week, Apr 2017 - Apr 2018)
- BIT Mesra Networking Community, Community Head** - Maintained networks & security for content sharing platform with 4k+ users; spearheaded events & trainings with an average footfall of 100+ students per event (4hrs/week, Apr 2017 - Apr 2018)

ADDITIONAL INFORMATION

Scores - GMAT: 710 (Q49, V37, IR 7, AWA 5); TOEFL: 109

Languages - Hindi (Native), English (Fluent), German (A1 - Basic)

Interests - Running (Half-marathon best: 2h10m, 10k best: 53m); Ex-guitarist/vocalist for indie-rock cover band; Cooking (North Indian cuisine) & hosting dinners.