RASAL KUMAR
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EDUCATION

KELLOGG SCHOOL OF MANAGEMENT | NORTHWESTERN UNIVERSITY 2023 - Present Evanston, IL
Candidate for Master of Business Administration degree, June 2025

- Majors: Marketing, Finance and Management Sciences
- Graduate teaching assistant for Corporate Finance and Product Management courses for MBA cohort
- Leadership Positions: VP at Data & Analytics Club, Kellogg Tech Trek Leader, Dean's List Recipient
- Led team of 8 PMs in AI Lab course for client Innovare AI to understand challenges in education industry; Built generative AI solutions on Google Cloud and laid a long-term approach for adopting RAG technologies to client

BIRLA INSTITUTE OF TECHNOLOGY AND SCIENCE 2014 - 2019 Pilani, India
Master of Mathematics and Bachelor of Engineering in Electronics & Instrumentation, Aug 2014 – Jun 2019

- Leadership Positions: Hockey Captain, Technical Festival Coordinator and Bihar Cultural Association President
- Internship: Played a key role at the Government of India, collaborating on a $10M analytics project; steered data-driven approach to identify tax outliers, influencing strategic decision-making and policy adjustments.

EXPERIENCE

TOPPAN GLOBAL VENTURE PARTNERS 2025 - 2025 Palo Alto, United States
Venture Capital Intern (Received return offer for Associate role)

- Conducted market research, diligence and financial analysis in the field of Agentic AI and identified potential companies with competitive advantage in workflow automation in software development tool space
- Pitched two companies for $2M Series A investment to Partners at Toppan and successfully completed the deal

AMAZON 2022 - 2024 Seattle, United States
Senior Product Manager – Tech Intern, Amazon Stores (Received return offer)

- Architected and led development of real-time user behavior analysis API, collaborating with developers to ensure optimal integration and developer experience while adhering compliance and privacy requirements
- Drove end-to-end product strategy for ML model deployment on edge devices, working closely with engineering teams to create SDK and documentation, resulting in 10% reduction in fraud and $42M savings

Senior Software Engineer - Prime Videos Payments

- Led API strategy and development for digital wallet integrations, creating developer-friendly interfaces that enabled 11 payment processors to seamlessly integrate with Amazon's infrastructure
- Designed and implemented scalable payment architecture supporting 50k monthly transactions, focusing on developer experience and integration patterns across multiple regions
- Created API documentation to reduce onboarding time for new payment partners by 65% and improved developer productivity by implementing automated testing framework for payment processing systems
- Built telemetry and monitoring systems to track 334k customer interactions, enabling data-driven improvements to payment infrastructure

MICROSOFT 2021 - 2022 Bangalore, India
Software Engineer - Cloud + AI Vertical

- Architected cloud migration solutions for government clients by creating reusable patterns and API designs to simplify data transfer of 30 Petabytes to Azure, reducing integration failures from 14% to 1%
- Developed APIs for DataBox service to secure 2M customers and maintained 99.999% availability for service
- Created SDKs and tools for customer-managed encryption keys, driving adoption to 10k customers in 6 months

VMWARE 2019 - 2021 Pune, India
Member Of Technical Staff - Hybrid Cloud Services (HCX)

- Redesigned developer interfaces for VM migration tools, resulting in 42% reduction in deployment time and 23% more successful integration with major cloud providers
- Created integration patterns for multi-cloud deployments, enabling seamless connectivity with Google Cloud and Azure platforms boosting profits by $3M

ADDITIONAL DATA

- Mountaineering: Organized camps to Nag Tibba and Kheerganga, Himachal Pradesh for 60 people for two years
- Field Hockey: Played for 5 years; Planned camps to train 85 people. Led BITS to its first-ever gold medal
- Technical Skills: LLMs, Agents and Generative AI, Cloud, Distributed Systems
- Awards: Granted best performer awards at VMware and Amazon for pioneering cloud and payment strategies