

Ranga Prasad

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EXECUTIVE SUMMARY

Strategic engineering and platform leader with 14+ years of experience driving enterprise technology adoption, revenue growth, and digital transformation across FinTech, AI, and cloud platforms. Proven track record of scaling platforms to multi-billion-dollar volumes, managing C-level relationships, and building innovative AI solutions that bridge deep technical understanding with business strategy. Passionate about leveraging AI to drive real-world value and impact.

CORE COMPETENCIES

- Enterprise GTM Strategy & Revenue Growth
- AI Platforms & Generative AI (LLMs, RAG, Vector DBs)
- Cloud & Distributed Systems (AWS, GCP, Kubernetes, Microservices)
- C-Level Stakeholder Management & Strategic Partnerships
- Complex Deal Structuring & Platform Integration
- Data-Driven Insights & Forecasting

PROFESSIONAL EXPERIENCE

Head of Engineering | Spanda AI | Sep 2023 – Present

- Spearheaded the development of Spanda's Six-Layer GenAI platform, powering EdTech and enterprise applications with scalable AI pipelines, vector search, and multimodal interfaces.
- Delivered three production-ready EdTech applications for BITS Pilani, enabling automated generation of assessment variants, AI-driven grading, and instructor performance analysis.
- Architected and deployed scalable infrastructure with Apache NiFi, Delta Lake, Airflow, Prometheus, Grafana, Hugging Face, TensorFlow, PyTorch, Weaviate, and Neo4j.
- Partnered with institutional leadership to align technical solutions with strategic learning outcomes, driving early adoption and revenue pilots.

Head of Online Payments Engineering | Pine Labs | Jun 2021 – Sep 2023

- Led a 150-member engineering team delivering Plural Gateway, Console, and Checkout platforms, scaling GTV from zero to ₹4,000+ Cr/month in under a year.
- Replatformed a legacy monolith to a cloud-native microservices architecture, achieving 25x throughput improvement.
- Partnered with merchants and C-level stakeholders to design and execute platform integrations, driving adoption of Affordability, Tokenization, Payouts, and Subscriptions.

- Delivered strategic revenue insights and consumption forecasts to drive business alignment.

Sr. Director, Global Payouts & Issuance Platforms | PayPal | Jul 2012 – Jun 2021

- Directed global payouts engineering for PayPal and Hyperwallet, enabling mass disbursements in 100+ countries.
- Led integrations with Visa, MasterCard, Wells Fargo, Citi, Plaid, and Yodlee, supporting multi-party workflows and compliance (PSD2, OpenBanking).
- Managed \$2M+ annual initiatives while aligning technical priorities to business outcomes.
- Rolled out microservices-driven architecture and ML-powered cost optimization engines, improving margins and reliability.
- Partnered directly with C-suite executives on platform strategy, roadmap prioritization, and enterprise deployments.

Sr. Development Manager | Amazon | Sep 2010 – Jun 2012

- Led development of core digital platform services supporting Kindle, Video, and Music ecosystems.
- Collaborated cross-functionally to digitize physical experiences while ensuring scalability and reliability.

Assistant VP | JP Morgan Chase | Apr 2008 – Aug 2009

- Directed the AML platform (SONAR) for transaction monitoring and suspicious activity reporting, managing a 12-member global center of excellence.
- Led SOA-based architecture evolution, improving data interoperability and operational efficiency.

Early Career

Engineering Manager at CollabNet | Solutions Architect at FAONDEMAND