

# Shivam Singh Rathore

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## EXPERIENCE

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### Co-founder, Nirnay.io

October 2024 - present

- Built and launched Nirnay.io, an AI-powered hiring platform for startups and small teams.
- Developed end-to-end, production-ready AI hiring platform featuring AI JD generation, one click publish to 10+ job boards, AI sourcing, resume parsing, JD-to-profile mapping, and managed careers pages
- Built with Next.js, TypeScript, TanStack Query, MUI, and deployed on AWS (Lambda, SQS, DynamoDB, Amplify, Cognito), integrating OpenAI API, Pinecone Vector DB, and experimental AI workflows.
- Shipped MVP/features in days to weeks; iterated rapidly based on customer feedback.
- Built and launched Resume Optimiser Tool for job seekers, have hundreds of users.
- Experimented with organic acquisition, distribution channels, and monetization models.
- Gained experience in rapid product development, growth experimentation, and scaling challenges in startups.
- [Learn more: https://nirnay.io](https://nirnay.io).

### Software Engineer, Salt (YC W'22)

Nov 2021 - Feb 2025

- Migrated products and website from React.js → Next.js (TypeScript), improving SEO rankings and reducing page load times by 40%.
- Shipped multiple 0→1 products, including FDI Automation Dashboard for clients like AngelList, Trade Regularisation, and Inward Remittance solutions.
- Created enterprise demos for products like Vendor Payments Platform and for banking partners including ICICI and Yes Bank, and led InfoSec compliance initiatives for ISO and PCI DSS.
- Developed micro-SaaS tools (YC FDI, SVB migration) and fintech utilities (export subsidy calculators - RoSTCL, RODTEP, Drawback, currency converters, purpose code finder).
- Built platform design language and boilerplate system for front-end and published npm packages for shared UI components and utility functions.
- Contributed to document automation platform for FDI and banking workflows (ICICI, etc.), eSign, converting form/API inputs to Word PDF without formatting loss.
- Developed and maintained CRM & admin tools, onboarding flows, integrated LeadSquared, HubSpot, GA, MS Clarity, FB Pixel, Mixpanel etc.
- Led small dev teams, resolved customer-facing issues, and collaborated cross-functionally with marketing and operations to improve engagement and conversions, and was heavily involved in the demo meetings of many products.

### Flutter Developer, Boom Journal App

Feb 2021 - Oct 2021

- Worked closely with founder Matt West and Hollywood actor Matt Cook to design, build, and launch the first version of Boom Journal - a mental health journaling app (live on the Apple App Store and Google Play Store).
- The app was built using Flutter and Firebase, featuring an advanced rich text editor, camera integration, animated UI, analytics dashboards, daily reminder notifications, and a feature-unlock paywall integrated with Google Pay / Apple Pay.

## Software Developer, Ooloi Labs

May 2020 - Jan 2021

- Contributed to Open Knowledge Framework (now Dots), a customizable MERN-stack platform improving knowledge sharing and data connectivity in the social sector.
- Built a personalized newsletter system using SendGrid, enabling automated outreach.
- Implemented platform-wide search indexing and a custom automated database backup system (cron job) for customer instances.

## PROJECTS

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### Custom Knowledge Base Crawler for AI apps

[Link to Demo](#)

Built a web scraping and indexing crawler that extracts structured data from any website to train or augment AI models with domain-specific context. The system automatically discovers and scrapes all indexed pages, processes and cleans the content, and formats it for ingestion into vector databases (e.g., Pinecone) or direct integration with LLMs. Enables context-aware responses and improved accuracy for AI chatbots, knowledge assistants, and agent workflows.

Tech stack: Python, Scrapy/Playwright, AWS Elastic Beanstalk, Pinecone Vector DB

## EDUCATION

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2017 - 2021 B.Tech, Computer Science and Engineering from Avantika University **Silver Medalist**

## OTHERS

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### Lead Google Developer Student Clubs (GDSC)

2020 - 2021

Lead Google Developer Student Clubs (GDSC) Initiated GDSC at Avantika University as selected Lead by Google. Organised Google-sponsored workshops, hackathons, and sessions with global participation.

### Ethical Hacking Course

Jul 2019 - Nov 2019

Completed the 12-week NPTEL course on “Ethical Hacking” with elite certification. Learned the concepts of computer networks, vulnerability assessment, and ethical hacking.

## SKILLS

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Frontend	React JS, Next.js, JavaScript, TypeScript, MUI, Redux, styled-components
Backend	Node.js, PHP, MySQL, MongoDB, AWS (DynamoDB, SQS, Lambda, EB, SES, Amplify, CloudFront etc.), REST API, WebSockets, Python, Firebase, AI Integrations - OpenAI API, Vector DB
Tools	VS Code, Cursor, Postman, Notion, Figma, Office Suite, Integrates various AI tools in my workflow