

# Ashish Gupta

Full-Stack Software Engineer | AI & Product Systems

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## Summary

Founding-level Full-Stack Engineer with 2.5+ years building AI and SaaS products end-to-end across web, API, and data layers. Built enterprise conversational AI systems for Fortune 500 workflows, scaled products from 0 to 12K+ DAU, shipped developer tools used in production, and published 2x research papers.

## Core Impact

- Built enterprise AI platform components at **Cignara** for Fortune 500 support workflows across chat, voice, and human-assist flows.
- Led product engineering at **InstaService**, helping scale from **0 to 12K+ daily active users** with improved reliability and dashboard performance.
- Improved platform stability by reducing runtime issues by **25%** through TypeScript migration and stricter API/data contracts.
- Published **2 research papers** focused on AI and rapid prototyping systems.
- Shipped **Excavate (npm)**, an open-source TypeScript CLI for technical debt discovery, with growing developer adoption (**1000+ installs in the first week**).

## Professional Experience

**Founding Member**, Cignara (YC S26) | San Francisco, USA, Remote Dec 2025 – Present

- Built core modules for enterprise conversational AI agents used in **Fortune 500** customer-support operations across **chat, phone, and human-assist** flows.
- Implemented dashboards and Sprinklr integrations to track **agent quality, handoff rates, and workflow health** for **faster operational decision-making**.
- Led **SOC 2 compliance** implementation and built multi-tenant, config-driven integrations to accelerate enterprise onboarding.

**Co-Founder**, DiscoverMinds.ai | Bengaluru | [discoverminds.ai](https://discoverminds.ai) Aug 2025 – Dec 2025

- Built social graph engine (**Next.js, Node.js, PostgreSQL**) to surface **warm-intro paths** across extended professional networks and improve discovery efficiency.
- Designed OAuth ingestion pipeline across **2 external providers** (LinkedIn, X) with **token lifecycle handling**, rate-limit backoff, and incremental sync.
- Implemented recursive graph traversal and relationship-ranking logic to prioritize **high-context introduction paths** over cold outreach.
- Built normalized data ingestion and enrichment flows to maintain profile/link integrity across large imported network datasets.
- Took product from concept to early traction and generated interest from **10+ tier-1 VC firms** including Lightspeed, Elevation, and Kalaari.

**Founding Software Engineer**, InstaService Inc | San Francisco, USA, Remote Feb 2024 – Aug 2025

- Led frontend revamp (**React, Next.js, TypeScript, Tailwind**) for products serving **12K+ DAU**.
- Designed server-side pricing engine with SEO-aware URL and metadata strategy to improve discoverability and conversion flow consistency.
- Built **real-time business-owner dashboard** with virtualized rendering and API sync for **large operational datasets**, improving responsiveness under high data volume.
- Migrated key modules to **TypeScript** and reduced runtime errors by **25%**, improving **release confidence** and maintainability.
- Built Node.js + Redis API optimization layer, cutting response times by **35%** and reducing database load by **60%** on high-traffic endpoints.

**SDE Intern**, BlueLearn | Bengaluru May 2023 – Nov 2023

- Built **Discussion V2 MVP** and user network/event flows for a product with **50K+ MAU**.
- Implemented **pagination, filtering, and ranking** flows that improved user retention by **18%**.
- Developed REST APIs for events, moderation, and interactions with optimized schema/index strategy for

high-traffic usage.

**Frontend Developer Intern**, Avalon Meta (acq. by Unacademy) | Bengaluru

Dec 2022 – May 2023

- Shipped **@mention tagging**, forum routing, and wallet-related UX features; @mention rollout increased user engagement by **10%**.
- Delivered custom features for **high-profile communities** including **Ankur Warikoo** and **Sharan Hegde**.
- Built backend flows for @mention resolution and notifications using **WebSockets + Redis pub/sub**, supporting real-time collaboration use cases.

## Projects

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**Excavate** – Technical Debt Analysis CLI | [tryexcavate.com](https://tryexcavate.com) | [npm](https://npm.com) | [GitHub](https://github.com)

Open Source

- Built TypeScript CLI that scores repository technical debt using churn, coverage, complexity, ownership, docs, and dependency signals.
- Added HTML reporting (treemap, trends, file-level diagnostics) and CI gating for measurable debt control.
- **Open Source Impact:** Crossed **1000+ installs in the first week** and was adopted in external repositories for debt triage and refactor planning.

## Technical Skills

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**Languages:** JavaScript, TypeScript, SQL, Python, Java, C++

**Frontend:** React, Next.js, Redux, React Native, Vue, Angular, Tailwind CSS, Material-UI, Responsive Design

**Backend:** Node.js, Express.js, NestJS, RESTful APIs, GraphQL, WebSockets, Microservices

**Database & Cloud:** PostgreSQL, MongoDB, MySQL, Redis, AWS (EC2, Lambda, S3), Docker, CI/CD, Git

## Education

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**Manipal University Jaipur**

Oct 2020 – May 2024

B.Tech, Computer Science Engineering | Specialization: Cloud Computing & Product Management