ANKUR RASTOGI

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Experience

Retool   **April 2021 – Present**
Deployed Engineer   *San Francisco, CA*
- Joined as one of the first 5 Deployed Engineers on Retool's technical Success team.
- Owned the complete technical relationship with 20+ of Retool's largest customers across industry verticals (e-commerce, cloud services, e-commerce, social media, crypto). Collaborated in teams of Sales Engineers and Account Executives to manage the overall customer relationship, including fostering expansion, mitigating contraction/churn, and building champions.
- Drove $1.1MM+ in expansion and net new ARR across my book of business. Drove usage and app creation growth (e.g. 256% end user growth, 725% builder growth at a large social media company)
- Collaborated directly with customers' senior engineering leaders (Director+) and ICs to build Retool apps, plan out multi-quarter technical strategy, and build new champions across business units.
- Built the team: ran technical and customer relationship interviews across 45+ candidates in four discrete functions (team leads, Deployed Engineers, CSMs, and TAMs)
- Synthesized product feedback and collaborated cross-functionally with Engineering, Product, and Design teams to incorporate feedback into the roadmap, specifically focused on Retool's app IDE, editor SDLC experience, and Mobile products.

23andMe   **July 2019 – April 2021**
Software Engineer   *Sunnyvale, CA*
- Worked across product and engineering to iterate on 23andMe's new Family Health History Tree feature, integrating health and ancestry data to build out the company's most-requested feature. Developed primarily in React and Python.
- Productionized and deployed Ancestry R&D's machine learning models for 10M+ genotypes.
- Rebuilt 23andMe's Neanderthal report from the ground-up: updated and deployed new algorithms, revamped report UI/UX, and updated report content.
- Organized and ran the biweekly Demo Day, hosting engineering presentations from across the organization.

23andMe   **May 2018 - August 2018**
Software Engineering Intern   *Mountain View, CA*
- Rebuilt 23andMe's Maternal Haplogroup report while interning on the Ancestry Engineering team.
- Integrated updated phylogenetic trees and improved computational methods to achieve 2.8x increase in report granularity. Developed in Python.

Esri   **May 2017 - August 2017**
Software Engineering Intern   *Redlands, CA*
- Decreased ArcGIS Pro startup times on the Map Authoring team by restructuring core code to implement multi-threaded, on-demand map loading from project files. Developed in C++.
- Won 1st place in the intern hackathon for Visable: a Chrome extension that allowed users to contextualize locations mentioned in articles in an interactive 3D map overlaid on websites.

Education

University of Southern California   **Aug 2015 – May 2019**
Bachelor of Science in Computer Science   *Los Angeles, CA*
Magna cum laude, GPA: 3.74   *Presidential Scholar (top 2-3% of class)*

Extracurriculars and Projects

Spark SC   **January 2016 - May 2019**
Executive Board, Director of Special Projects   *Los Angeles, CA*
- Built, recruiter for, and led a 40+ student entrepreneurship organization focused on accelerating student innovation across campus.
- Startup Career Fair: Organized 5 Startup Career Fairs, each with 800+ students, 20+ companies.
- Spark XM: Hosted a podcast focused on entrepreneurship and innovation featuring Thiel Fellows, USC student founders, and other entrepreneurs.