UDBHAV RAI

Former VP of Engineering @ Atlys, Co-founder @ fleetx.ai, Founder @ Airbud Venture Labs
16+ years in engineering & product in startups

+91-8130659462 • rai.udbhav@gmail.com • www.linkedin.com/in/udbhavrai

SUMMARY

- Led Engineering at Atlys, architecting the AI-powered visa platform serving 1M+ daily visitors across India, MENA, Australia, and Europe — owning visa application infrastructure, search, and data security. Scaled the team from 8 to 32, built QA, Platform, Security, and B2G verticals, and drove 12x ARR growth in 1.5 years through D2C expansion, cross-sell, and B2B offerings.
- Entrepreneurial technology leader with 16+ years of experience building and scaling high-growth startups across B2B and D2C models.
- Co-founded Fleetx.ai in 2017 and scaled it into a $10M ARR B2B SaaS business serving 4,000+ enterprise clients across India, improving operational efficiency across the transport ecosystem. Built and led product, engineering, and data science teams from inception to scale over 7 years.
- Founded Airbud Venture Labs, a technology advisory and investment platform, advising early and mid-stage startups on engineering scale, architecture, and long-term product strategy.
- Recognized for building durable engineering cultures, scaling infrastructure globally, mentoring high-performance teams, and aligning technology execution with aggressive business growth.

PROFESSIONAL EXPERIENCE

Airbud Venture Labs - airbudventurelabs.xyz — Bengaluru, India
Consulting, Strategy & Technology — 04/26 - Present

- Advised four startups on product strategy and technology architecture.
- Advised a crypto betting startup on engineering high-frequency betting for FIFA and other major sporting events.
- Guided a healthtech startup's insurtech product launch and helped grow its engineering team from two to five.
- Supported an early-stage adtech company in pursuing product-market fit and closing a seed round with a prominent incubator.
- Guided product development and reviewed the technical architecture for an AI hiring platform's MVP.

Stealth AI Fintech Startup — Gurugram, India
Founder — 11/25 – 03/26 – 5 Months

- Developed proprietary AI-based alternative credit scoring and NPA analysis algorithms for banks and NBFCs, focused on thin-file and new-to-credit borrowers seeking home loans and other large loans above ₹20 lakh.

atlys.com — New Delhi, India
Vice President – Engineering — 06/24 - 11/25 – 1.5 Years

- Owned the technical architecture for Atlys's AI-powered visa platform serving 1M+ daily visitors across India, MENA, Australia, and Europe — spanning visa application infrastructure, search, and data security.
- Delivered 12x ARR growth in 1.5 years as India's first and largest D2C visa provider, adding insurance, forex cross-sell, and a B2B travel-agent stack.
- Scaled engineering from 8 remote to 32 on-site, building QA, Platform, Security, and B2G verticals — embedding disciplined AI-assisted development practices
- Led large-scale data infrastructure decisions, including migration to columnar/analytics stores for low-latency analytics.
- Drove model-serving and search infrastructure for high-volume document processing and visa-requirement retrieval.

Airbud Venture Labs - airbudventurelabs.xyz — Gurugram, India
Consulting, Strategy & Technology — 09/23 - 06/24 – 10 Months

Airbud Venture Labs, is a technology advisory and investment vehicle for helping and guiding early and mid-stage startups in building and scaling their technology.

- Advised five startups.
- Assisted founders in scaling engineering and guided long term business strategy

fleetx.ai — Gurugram, India

Co-founder, Technology & Product — 6/17 - 11/23 – 6.5 Years

Fleetx built an IoT based data-driven fleet & logistics management platform, reaching an ARR of 10M as of Feb 22 and valuation of 100M

- Created & scaled fleetx.ai platform with a robust 450+ team
- Effected a 5x exit to early angel investors within 3 years and backed by leading investors Indiamart, Beenext, India Quotient

Spearheaded a 60-member Product & Technology team

- Developed the product for providing smart, real-time insights derived from IoT data and delivered propriety algorithmic analytics
- Formed a 21-member Backend Data Applications and IoT Products teams to handle the varying aspects of the working on IoT Data built on Java, Python & NodeJS using modern web technologies like Kafka & Spark for IoT data streaming and analytics
- Processed over 1M data points per second (TPS) and storing in time series aggregated databases like Cassandra DB, Scylla DB, Redis DB, PostgreSQL for real-time analytics for the customer
- Led the Frontend Apps team of 10 engineers, building 50+ modules to customers catering to both SME & Enterprise products across Web, Mobile & Native Desktop apps built on top of React JS, Next JS and other Modern Frameworks
- Hired and mentored a 5-member Design and Graphics team providing in-house design research, case studies, online and offline marketing guidelines and materials
- Guided 200+ Sales, 50+ Customer Support, 50+ Operations team members to gain deeper customer & product insight and gathered feedback to improve and add modules to the Fleetx platform

Led Research & Development of custom solutions

- Led development of proprietary, Fleetx Sentinel, a 99% accurate fuel analytics model giving real-time fuel analytics and save up to 5000Rs per month per vehicle for truck owners in fuel misreporting and theft
- Led development of proprietary EV Battery analytics for leading OEMs of EV 2 & 3-wheeler, like Kinetic, Hero, Okinawa, Euler, Piaggio with up to 95% accurate range prediction for better job and dispatch management
- Piloted an in-plant automation solution for a leading construction company for near instant theft tracking via automated weighbridges

Amassed a clientele of 4000+ businesses with names like Ultratech, Adani, Delhivery, Tata Steel, Maersk among others boosting profit margins

- Fleetx product aims to reduce operations costs & increase profit margins by 5-15% for SMEs to Enterprise customers
- Guided the sales and onboarding of ultra large marquee clients [>1M ARR] like Ultratech, Adani, Om Logistics, Express Roadways and others
- Implemented an ROI of 300% in a year via proprietary fuel and battery analytics solutions

trulymadly — New Delhi, India

Mobile Development Lead — 02/14 - 06/17 – 3.5 Years

- Part of the journey from a bootstrapped company to a 20M at Series A
- Started as the first employee and established the mobile apps team of 8 engineers
- Managed the product & technical aspects, at a scale of 1M ARR & 5M users as of 2017

ixigo — Gurugram, India

Senior Software Engineer — 08/12 - 02/14 - 1.5 Years

- Authored responsive apps for web and mobile products using modern web frameworks

Google, India — Gurugram, India

Specialist, Tools Development — 02/11 - 08/12 – 1.5 Years

Employed via service provider Indecomm Global Services

- As part of Google Chrome extensions team to design and develop extensions & apps for Chrome OS

EDUCATION

Purdue School of Engineering and Technology — Indiana, USA

M.S. Electrical and Computer Engineering

- *Research on speech analysis of foreign accents and closeness to an ideal English accent and built Markov Models to analyze speech and determine distortion. The ultimate objective being to develop a training system enabling non-native English speakers to speak clear English.*

NIT Surat — Surat, India

B. Tech, Computer Engineering