

# Aditya Rao

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## EDUCATION

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### GEORGIA INSTITUTE OF TECHNOLOGY

Atlanta, Georgia

#### Bachelor of Science in Business Administration (Finance Concentration)

August 2024 – December 2026

- **GPA: 3.9/4.0**
- **Relevant Coursework:** Financial Markets Trading & Structure, Management of Financial Institutions, Security Valuation, Information Systems & Digital Transformation, Entrepreneurial Finance

## EXPERIENCE

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### YARO

San Francisco, California (Hybrid)

#### Co-Founder & COO

May 2026 - present

- Co-founded an **AI-native, voice-first CRM platform** for real estate professionals, focused on improving lead management, deal tracking, client communication, and follow-up workflows.
- Led product strategy, customer discovery, and market research to identify pain points in real estate sales operations and turn feedback into product requirements.
- Defined core platform workflows, user experience, and feature priorities for scheduling, pipeline tracking, CRM automation, and client communication.
- Supported go-to-market planning, product positioning, and early customer outreach to help validate demand and guide business growth.

### YARO AI LLC

Atlanta, Georgia

#### Co-founder

August 2025- Present

- Built and scaled a technology company that designs custom software systems for businesses including websites with integrated booking, employee portals, unified operational dashboards, and automated marketing infrastructure
- Scaled to **\$120,000 in Annual Recurring Revenue (ARR)** within the first **2 months** of launch
- Replaced clients' fragmented tech stacks (**5-7 disconnected tools**) with single, custom-built platforms that consolidate revenue tracking, operations, and marketing into one system
- Developed SMS automations and follow-up systems that reduced client inquiry resolution times by up to **80%** and cut manual workloads by **20+ staff-hours per week**
- Led go-to-market strategy including Google and Meta ad campaigns, with all marketing spend tracked directly to revenue

### APEX TRADER FUNDING

Austin, Texas

#### Independent Futures Day Trader (Remote)

October 2024 - August 2025

- Secured **\$75,000** in funding from a proprietary trading firm by demonstrating consistent returns across **3 different accounts**
- Utilized a **1:3 risk/reward ratio** paired with a **57% win rate** on NASDAQ + S&P 500 Futures to maximize trade efficiency
- Applied advanced risk management techniques and strict risk controls in order to mitigate losses
- Analyzed market trends to identify profitable trading opportunities in volatile markets
- Leveraged trading psychology principles to improve decision-making under pressure through application of objectivity and control of emotional biases

## PROJECTS

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### YALE UNIVERSITY (YHACK)

New Haven, Connecticut

#### Polymarket Trading Intelligence Dashboard

March 2026

- Built a real time trading intelligence dashboard for Polymarket prediction markets that surfaces high performing trader wallets, live order flow, and market sentiment signals across politics, sports, and crypto categories
- Architected a **Next.js** and **TypeScript** application with custom data pipelines ingesting Polymarket's API and on chain Polygon transactions to render live positions, P&L tracking, and aggregated trader leaderboards
- Developed weighted scoring metrics to identify profitable "smart money" wallets and shipped filtering tools by market category, position size, and price range to deliver actionable trading signals
- Placed **finalist** at YHack Spring 2026, Yale's flagship 24-hour hackathon hosting **600+ student builders** nationwide, and deployed the live product at lineup.wiki for ongoing public access

## SKILLS

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**Software:** Python, SQL, HTML, CSS, VBA, Microsoft Suite (Word, PowerPoint, Excel), Bloomberg Terminal, Claude Code, Codex

**Frameworks & Libraries:** React Native, Next.js, Tailwind CSS, Shadcn/ui, Framer Motion, Node.js

**Languages:** English, German (limited working proficiency), Konkani (native language)

**Skills:** Frontend Design, Product GTM, Sales/Outreach, Futures/Options Trading, Forex Research, AI Leverage, Public Speaking