

UDBHAV RAI

VP @ Atlys, Co-founder @ fleetx.io, Founder @ Airbud Venture Labs

16+ years in engineering & product in startups

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SUMMARY

- Entrepreneurial technology leader with 16+ years of experience building and scaling high-growth startups across B2B and D2C models.
- Co-founded Fleetx.io 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.
- Led Engineering at Atlys, driving AI-powered travel products and owning Visa Infrastructure and Data Security across India, MENA, Australia, and Europe, supporting 1M+ daily visitors. Scaled the engineering team from 8 to 32, built QA, Platform, Security, and B2G vertical teams, and contributed to 12x ARR growth in 1.5 years through D2C expansion and new cross-sell and B2B offerings.
- Recognized for building durable engineering cultures, scaling infrastructure globally, mentoring high-performance teams, and aligning technology execution with aggressive business growth.

PROFESSIONAL EXPERIENCE

atlys.com

New Delhi, India

Vice President – Engineering

06/24 - 11/25 – 1.5 Years

- Headed Engineering for Atlys's next generation of travel products using AI & Data Analytics
- Directly responsible for Atlys's Visa Application Infrastructure & Data Security and ensuring the scale for 1M+ visitors daily across India and international markets. Ensuring uptime and responsiveness of the infra across different geographics (India, MENA, Australia and Europe).
- Scaled from 8 remote engineers to 32 on-site engineering team, planning the hiring protocols and ensuring the team is built for the long run. Primary challenge was mentoring the team for a fast-paced dev environment with the onset on AI assisted development and avoiding the traps of the agentic coding for new engineers just learning the ropes.
- Built the QA, Platform and Security Teams from scratch over the course of time to ensure seamless development.
- Built the Govt Vertical (B2G) engineering team and launched pilot projects with govt partnerships involving robotics, IOT and sensor-based automation.
- Delivering 12x ARR growth in 1.5 Years, by growing Atlys as India's first and largest D2C visa provider and added cross sell products like insurance, forex and scaled the B2B visa products for travel agents (including activities, flights and hotels).

Airbud Venture Labs - airbudventurelabs.xyz

Gurugram, India

Founder, 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.

- Worked with 5 startups as an advisory role.
- Assisted founders in scaling engineering and guided long term business strategy

fleetx.io

Gurugram, India

Co-founder, Technology & Product

6/17 - 11/23 – 6.5 Years

Fleetx built an IoT based data-driven fleet & logistics management platform, with a valuation of 90M as on Feb 22

- Created & scaled to a 10M ARR business 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 proprietary 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

Mobile Development Lead

New Delhi, India

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

Senior Software Engineer

Gurugram, India

08/12 - 02/14 - 1.5 Years

- Authored responsive apps for web and mobile products using modern web frameworks
- Development of native & hybrid apps for Android, iOS and Windows mobiles

Google, India

Specialist, Tools Development

Gurugram, India

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
- Engineered Chrome OS apps on HTML5 technologies OAuth APIs and Google APIs

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