

KARAN VAZIRANI, MBA

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AI-NATIVE GTM | TECHNICAL BUILDER | WORKFLOW-DRIVEN OUTBOUND

SUMMARY

Technical GTM operator and AI builder combining 212% quota attainment at ADP with hands-on experience architecting agentic SaaS products, LLM workflows, APIs, and outbound automation. Built multi-agent systems with OpenAI, Anthropic, Next.js, FastAPI, PostgreSQL, and Prisma while running high-velocity outbound across phone, email, social, and partner channels.

PROFESSIONAL EXPERIENCE

Account Executive - ADP

Milpitas, CA | Oct 2025-Present

- Promoted from Associate District Manager to Account Executive in the fastest AE promotion in office history; achieved 212% of quota as a full-cycle SMB seller.
- Built a multi-channel pipeline engine across cold calling, email, CPA/bank partnerships, referrals, and an 8-person BDR team, using account signals and business pain to prioritize outreach.
- Led discovery with business owners, CFOs, and HR leaders across payroll, HR, tax, compliance, benefits, and workforce workflows; mapped fragmented processes into SaaS solutions.

Business Development - AI Security - Tumeryk

Remote | Jan 2025-Jun 2025

- Drove outbound GTM for an early-stage AI security platform focused on behavioral identity, API observability, AI-agent monitoring, and anomaly detection.
- Prospected technical enterprise buyers and translated complex AI/security infrastructure into persona-specific messaging, workflow use cases, and business outcomes.

Sales Development - Zenaide Technologies

Eugene, OR | Jan 2022-Jan 2024

- Supported outbound and inbound acquisition while building and launching the company website and digital GTM infrastructure.

Area Manager Intern - Amazon

Miami, FL | Summer 2023

- Managed 55+ associates in a high-throughput fulfillment environment and used operational KPIs to identify bottlenecks and improve workflows.

VENTURES & PROJECTS

Masteralp - Co-Founder & CTO

Jan 2026-Present

- Architected and built a multi-tenant agentic SaaS platform using Next.js, TypeScript, PostgreSQL/Prisma, OpenAI APIs, and Anthropic Claude; reached 200 users in 4 months.
- Designed multi-agent orchestration for adaptive assessment, diagnosis, mastery tracking, study-plan generation, and autonomous next-action execution with persistent user/course state.
- Owned backend APIs, authentication, relational data models, LLM orchestration, production architecture, debugging, deployment, and product iteration end-to-end.

Sentinel AI - Solo Founder & Builder

Sep 2025-Present

- Built an AI-native sales automation platform using FastAPI, Next.js, OpenAI APIs, Gmail/IMAP/SMTP integrations, JWT authentication, and persistent application state.
- Engineered autonomous workflows across prospecting -> qualification -> personalization -> outbound -> reply classification -> opportunity creation.
- Built LLM-based intent classification and email automation that interprets buyer responses and routes conversations into downstream actions with minimal human intervention.

TECHNICAL STACK

AI / LLM: OpenAI APIs, Anthropic Claude, agent orchestration, multi-agent workflows, prompt design, LLM classification, persistent agent state

Engineering: Next.js, TypeScript, FastAPI, PostgreSQL, Prisma, REST APIs, JWT, Gmail/IMAP/SMTP, authentication, relational data modeling

EDUCATION & PUBLICATION

San Jose State University - MBA | **University of Oregon - B.S. Operations & Analytics**, Minor: Computer Information Technology

IEEE CARS 2026 - "Bridging the Hardware-to-Cybersecurity Abstraction Gap Through AI-Mediated Peer Assessment."
Accepted for publication and presentation.