SANCHIT GUPTA

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WORK EXPERIENCE

CT Nova —— Head of Product (Founding Team)   **Jul 2025 – Present**
CT Nova's offering of Microsoft's Community Training Platform that helps organizations deliver transformative adaptive training.
- Defined product vision and led development of CT Nova's GenAI learning platform from concept to global launch, enabling adoption by 11 existing Microsoft enterprise and government clients, including Fortune 500 companies: EY, Grab.
- Led end-to-end client onboarding, delivering $15M ARR and $700K profit in six months with 11 clients for 12 Million users.
- Hired and led a 10-member cross-functional team to translate product vision into high-impact execution, accelerating release cycles by 33%, powering 2.3 Million active monthly users across 15 countries.
- **Stanford MS&E 271 Project Sponsor:** Led a team of 6 Stanford grads to develop CT Nova's GTM Strategy for the year 2026.

NurturX (Acquired by CT Nova) —— Founder   **Aug 2024 – Jun 2025**
Mentoring and upskilling platform to revolutionize tech education and employability for 100M+ youth in India.
- Built NurturX's GenAI platform, recruiting 37 part-time Google mentors handpicked from my pro-bono mentees and developing adaptive learning tools, mentorship frameworks, and AI-powered assessments adopted by 15K+ learners.
- Integrated NurturX's GenAI analytics into CT Nova's learning engine, expediting its personalization roadmap by 12 months.

MICROSOFT RESEARCH (MSR) —— Technical Program Manager   **Jul 2022 – Jun 2024**
MSR enables global communities through research, open-source, collaborations with academia, government, and startups.
- Launched Shiksha Copilot — a multilingual GenAI assistant for 1,000+ high-school teachers, partnering with the Government of Karnataka, improving teacher productivity and shaping future AI-in-education pilots; project endorsed by Indian Media, International Media and Satya Nadella (MSFT CEO) and commended by Bill Gates (MSFT Founder) in-person.
- Led MSR's Research Fellows (RF) and Internships programs, partnering with Research, Engineering, Design, Privacy, HR and Compliance teams supporting 60+ RFs and 50+ Interns annually. Created a no-cost nomination system during a budget freeze that increased outreach 12× and made selection more competitive (1:750 for RF, 1:3,500 for Interns), improving the match and quality of talent for 30+ projects.
- **DEI Efforts:** As member of Diversity and Inclusion Board, increased women's representation 3× (from 8% to 26%) through targeted outreach and mentorship to Women-in-Tech communities and universities, achieving MSR's best diversity ratio.

GOOGLE —— Software Engineer 2, Machine Learning   **Jul 2018 – Mar 2021**
Google Workspace: Core search experiences (Gmail and Drive) serving over 1 Billion users globally.
- Improved Gmail Search's autocomplete MRR (Mean Reciprocal Rank) by 17% by optimizing ranking features, enabling over 1 Billion users avoid performing full searches, thereby saving Google $37M in annual compute costs.
- Enhanced Drive Search's document retrieval relevance by refining query-intent classification with personal navboost signals derived from users' refinding behaviour, achieving 15× adoption growth for over 1 Billion users.
- Recognized with 5 awards and 17 bonuses for significant product contributions and for proactively creating dedicated programs to improve hiring and mentorship. **DEI Efforts:** my initiatives helped hire 4.3% of tech Googlers in India by 2021.

MICROSOFT RESEARCH (MSR) —— Research Intern   **Aug 2017 – Mar 2018**
- Developed vision models to monitor driver alertness in low lightings using calibrated visible-thermal images and deep landmark detection networks resulting in a paper at UBICOMP (Core A*) 2020, a US patent: US10867195B2, and deployment across 28K+ automated driving tests in India; endorsed through MSFT CEO's Keynote and tech publications globally.
- Built a TB-scale Unreal Engine simulation for accident-prone driving scenarios to replace costly real-world data collection.

EDUCATION

STANFORD GRADUATE SCHOOL OF BUSINESS   **Stanford, CA**
Stanford Ignite, full-time certificate program (Only selected candidate from India)   **Jun 2024 – Jul 2024**
- Completed GSB's on-campus executive program; executed a venture project, BRIGHT, built with a cross-border team from Bulgaria, China, Germany, Ghana, India, Nigeria, and the US, and pitched to GSB faculty, VCs, and investors.
- Recognized as the top performer in the negotiations class, enabling an Amazon SDE L5 to secure a $113K offer increase.

IIIT Delhi (All India Rank 86)   **Delhi, India**
Bachelors in Computer Science and Engineering (with honors, top 10%, GPA: 8.11)   **Aug 2013 – Jul 2017**
- Dean's List 2016-17 (GPA: 9.38); Best TA Award for 'Data Structures and Algorithms'; TA for 'Competitive Programming.'
- Thesis (GPA: 9.33) — Deep Learning based Cross-Spectral Face Recognition — Devised a face detection paradigm that reduced false positives by 90%, winning the 'Best poster' Award in Research Showcase 2017. This work is published in BTAS 2016, New York and in FG 2019 (CORE C, first author), France. The only Indian undergrad to present at FG 2019.

LEADERSHIP AND EXTRACURRICULARS

- **Google Scholar:** Author of 3 international publications, 1 US patent, and a thesis with total 51 Citations.
- **Visiting Professor, IIT Jodhpur**: Taught 1-credit course 'Special Topics in Computer Science' to 35 Grad Students in 2021.
- **Pro bono Mentoring:** Helped 900+ women in STEM pro-bono across 60+ colleges to improve diversity representation in tech, resulting in 350+ offers worth $15M annually from Amazon, Google, and Microsoft (a few heartfelt testimonials).
- **Rails Girls Summer of Code:** Coached Team 276linesofcode, for RGSOC, youngest sponsored team worldwide in 2017.
- **Chess:** World Chess Federation (FIDE) International Chess Rating – 1681.
- **Chess:** Founded Clubs at IIIT Delhi, Google India and Microsoft Research India organizing 75+ events for 10,000+ people.