

# Muhammad Danish Raza

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## EDUCATION

**Institute Of Business Administration, Karachi**

**2021 - 2025**

Computer Science B.S

**Relevant Course Work** – Data Structures, Objected Oriented Programming, Database Systems, Intro to Machine Learning, Business Intelligence, Software Engineering

## TECHNICAL SKILLS

Programming – Java, Python, HTML, CSS, JavaScript, Typescript

Frameworks – Node.js, React.js, Next.js, jQuery, Express.js

Database – MongoDB, Oracle SQL

Software Tools – Figma, Trello, Git, Power Pivot, MS Excel, Power BI

## WORK EXPERIENCE

**HP Tech Ventures**

**04/2024 - Present**

**Remote Business Analyst Extern**

- Conducted in-depth research and analysis on over 50 pre-seed and seed stage startups using comprehensive metrics, industry trends, and business models. Employed data cleaning methods with tools like Open Refine and utilized Tableau for advanced data visualization to enhance analytical clarity.
- Identified and recommended three high-potential startups for strategic HP investments totaling around \$10 million, facilitating their progression for further due diligence.

**Heuser Edu, Karachi**

**05/2022 - Present**

**Front End Developer | Head of Media**

- Designed and developed a web-app using React.js, Next.js, MongoDB, Node.js providing users with the ability to browse courses, sign up for their preferred programs, and engage in real-time chat with dedicated support for a seamless learning experience.
- Successfully deployed the project on Vercel cloud and integrated Google, Meta Pixel, and Vercel Analytics to analyze and enhance site traffic. Employed Open Graph and other SEO tools, resulting in a 200% increase in site traffic.
- Produced and edited engaging video content while crafting an effective marketing strategy. Resulted in marketing posts collectively garnering 1 million+ views and successfully converting viewers into paid students.

## PROJECTS

**VoxaLink Token**

- Spearheaded the development of VoxaLink Token, an AI integrated decentralized application using React & Next.js for the front end, Node.js & Express.js for backend, and Solidity for web3 token contract.
- Finetuned pre trained models for AI Voice Transcription and Voice Authentication services with up to 95% accuracy, integrated with blockchain functionality.
- Effectively collaborated in a team environment using GitHub for seamless code collaboration with other developers ensuring efficient version control and smooth coordination throughout the development process.

**License Plate Recognition**

- Developed a License Plate Recognition (LPR) system utilizing Python, the YOLOv8 object detection framework, and EasyOCR. Leveraged a custom-trained dataset for accurate license plate detection of up to 90%.
- Implemented effective license plate extraction and data output in CSV format, enabling streamlined analysis and integration with downstream applications.

## EXTRACURRICULAR ACTIVITIES

**IBA Arts & Photography Society**

- Handled video marketing for Valorant gaming segment of Enigma X, the flagship event of IBA, successfully gaining over 10K+ views.
- Managed operations on event day, ensuring the competition goes through smoothly.

**IBA Office Of Student Affairs**

- Volunteered as an Orientation Captain at the IBA Orientation Gala 2023 where I provided mentorship to 20+ freshman students and guided them around the campus.

## COURSES & CERTIFICATIONS

Web Development Boot Camp

**06/2023**

Python & Ethical Hacking

**12/2023**

AWS SAA C03

**Ongoing**