

NAGARJUN SRINIVASAN

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SUMMARY

Technologist with a decade of experience building products from zero to one across the full lifecycle - research, development, deployment, and customer feedback. Successfully led multiple products combining deep technical expertise with customer-centric development. Currently focused on Agentic AI and architecting reliable, complex multi-agent workflows.

WORK EXPERIENCE

Founder and COO, Lune Acoustics, Inc

2024 - Present

- Engineered patent-pending audio processor achieving 4ms latency, which solved musician workflow bottlenecks
- Raised \$250,000 funding for initial operations and won SXSW Innovation Award
- Developed product roadmap and go-to-market strategy from UX research with 50+ musicians and music teachers, which identified market gaps, securing early sales with beta-customers.
- Built complete technical stack (firmware, backend APIs, AI systems using LangGraph/MCP), which created intelligent music instructor controlling hardware automatically, so users experienced seamless software-hardware integration
- Led product design optimization which reduced component costs 30% and improved gross margins to 18%, so the company established sustainable unit economics
- Negotiated vendor partnerships securing early component access, which reduced lead times and accelerated development, so competitive positioning strengthened in professional audio market

Engineering Manager, Juniper Networks

2022 - 2024

- Led patented Auto-placement and Auto-orientation development, which solved industry's biggest deployment challenge placing Juniper in the Leaders position in Gartner Magic Quadrant for Indoor Location Services
- Managed 6-engineer team developing indoor location services, which achieved 80% attach rate across enterprise deals, making location the primary differentiator driving company-wide sales
- Rearchitected system components for 10x scale during post-acquisition customer onboarding, which optimized processing infrastructure, so cost per location decreased 80% while supporting massive growth
- Built comprehensive testing and regression frameworks with QA and Customer Support, which enabled production data validation of system changes, so location accuracy improved and customer issues decreased significantly
- Mentored junior engineers through technical growth and career development, which accelerated engineering skills and leadership capabilities, so multiple team members earned promotions
- Collaborated with data science team to develop data pipelines feeding location context to Marvis AI, which enabled intelligent network insights and launched premium analytics service providing location-based customer analytics

WORK EXPERIENCE

Senior Software Engineer, Mist Systems

2017 - 2022

- Joined as founding engineer conducting customer site visits and demos to research indoor positioning requirements, which identified key market needs, so the team built product roadmap from customer feedback
 - Built indoor location platform using unsupervised machine learning to learn path-loss factors without site surveys, which eliminated costly deployment surveys, so enterprise adoption accelerated across diverse environments
 - Developed patented sub-meter positioning algorithms through self-driven experimentation, which secured major enterprise deals including Walt Disney World and VA, so Mist achieved market leadership pre-acquisition
 - Developed high-throughput Go microservices handling 10M+ simultaneous clients with 1s response times, which enabled seamless real-time tracking, so enterprise customers experienced reliable performance at scale
 - Invented patented BLE asset-tracking algorithm using RSSI through hands-on research, which strengthened IP portfolio and competitive moat, so Mist secured differentiated positioning in the Juniper acquisition in 2019
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EDUCATION

MS Electrical and Computer Engineering

2016 - 2017

Carnegie Mellon University

- Graduated with Honors in ECE

B.Tech in Electrical Engineering

2012 - 2016

Indian Institute of Technology, Hyderabad

KEY SKILLS

- **AI/ML:** Agentic AI, GenAI, LLM, MCP, LangGraph/LangSmith, A2A, RAG, Reinforcement Learning
 - **Engineering:** Golang, Python, C, MATLAB, SQL, NoSQL, Redis, AWS, Docker, Kubernetes, Kafka, Microservices, REST APIs
 - **Research:** Stochastic Processes, Mathematical modeling, Game Theory, Reinforcement Learning
 - **Soft Skills:** People Management, Team Leadership, Strategic Planning, Cross-functional Collaboration, Zero-to-One Product Building, Go-to-Market Strategy, Product Roadmap, User Studies
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PUBLICATIONS

- "[Procurring Spontaneous Session-Level Resource Guarantees for Real-Time Applications: An Auction Approach](#)"- IEEE Journals 2019
 - "[To Accept or Not to Accept: The Question of Supplemental Discount Offers in Mobile Data Plans](#)" - IEEE INFOCOM 2018
 - "[Combating Ground Reflection for Wireless Sensors](#)" - ITS World Congress, Montreal, Quebec, Canada
 - "[The Builder's Compass](#)" - Substack Newsletter on Technology, Innovation & Entrepreneurship
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PATENTS

- [Methods and Apparatus for Using Received Signal Strength Information in a Wireless System](#)
- [Determining Orientation of Deployed Access Points](#)
- [Digital Audio System](#)
- [Determining Locations of Deployed Access Points](#)
- [Orchestration of round-trip time measurements](#)