# Yash Arya

arya.yash112@gmail.com | yasharya.info | linkedin.com/in/yash-ar | github.com/yasharya1

## Education

**University of British Columbia** *(Vancouver, BC)* *Expected May 2027*
B.Sc., Combined Major in Computer Science and Physics

- **Relevant Courses:** Machine Learning, Computer Networking, Relational Databases, Data Structures & Algorithms, Statistics, Human-Computer Interaction.
- **Leadership:** President & Product Lead, **Google DSC UBC** (**35+** members, AI workshops); VP of Corporate Relations, **eProjects UBC** (sponsorship pipeline across **180+** companies); Co-Leader, **Vancouver Founders Running Club**.

## Experience

**AI Operations Intern** | *Klue*, *Vancouver, BC* *May 2026 – Present*

- **AI Router:** built the central gateway Klue's automations use to call AI models, serving each task the best-value model from **220** models re-ranked weekly on benchmark and price data, with failover; logs every call by caller and team for cost tracking, peaking at **2,500+** calls/day.
- **Sales Demo Agent:** found account executives (AEs) skipped personalized demos because prep took **4.5 hours** by hand; built and own the AI agent that now does it, **1,600+** interviews for **6** AEs in **23** days across **$1.7M** in open pipeline.
- Audited **3,400+** revenue-team automations across Zapier, HubSpot, n8n and Clay and built a test-backed Zapier-to-n8n migration plan; cleanup cut daily runs on the shared automation server from **384** to **24**.
- Named AI Ops lead for Win-Loss research: ran vendor discovery and scoped **6** architecture options for executives, recommending one at a fraction of the vendor-upgrade cost.

**Product Analyst Intern** | *Opal Software*, *Vancouver, BC* *May 2025 – Aug. 2025*

- Built AI enrichment and outbound automations: **50%** less manual lead work, **10 hrs/week** saved, **60%** more demos.
- Produced investor diligence slides and memos for a capital raise, including market analysis and risk assessment.

**Co-Founder & Product Developer** | *Opinio*, *Vancouver, BC* *Mar. 2024 – Nov. 2024*

- Built and shipped an NLP review-analysis dashboard processing **8,000+** reviews/week for paying SMB customers.
- Trained and deployed a sentiment classifier (**75%** accuracy); **RAG** clustering cut triage by **10** min per **150** reviews.

## Projects

**Spec2MCP** | **Top 5 at Y Combinator MCP Hackathon**

- Built a converter that parses **OpenAPI JSON** and generates **MCP server schemas** for tool-ready integrations, cutting setup to under **2 minutes**.

**Soja** | **Live product**

- Shipped a circadian-recovery web and iOS app that converts a user's sleep debt into a day-by-day light, caffeine, and sleep-timing plan; built on **Next.js**, **TypeScript**, and **SwiftUI**.
- Drove organic acquisition through generative-engine optimization: structured data, methodology pages, and citation-oriented content instrumented with **GA4**.

**Consumer iOS Apps (B2C Case Studies)**

- **Yappr** | Call-based journaling prototype on **Twilio**, **MongoDB** and **AWS** with cost-aware token usage.
- **Lindy** | **OCR** pipeline turning workout videos into structured routines, robust to overlays and stylized fonts.

## Technical Skills

**Automation & GTM Systems:** n8n, Zapier, Gumloop, HubSpot, Clay, Gong, Calendly, Playwright, REST APIs, webhooks
**AI & LLMs:** Claude API, OpenAI API, LiteLLM, LLM orchestration, RAG, MCP, prompt engineering
**Data & Cloud:** SQL, BigQuery, Cloud SQL, Firestore, Supabase, Google Cloud Platform, Firebase, GitHub Actions, Docker
**Languages:** Python, JavaScript/TypeScript, SQL, Java, Swift, C/C++