Nalin Gupta

I was fortunate enough to be a part of the **Y Combinator** program, experience a **successful startup exit**, and be recognized in the **Forbes 30 Under 30** list.

Portfolio website: https://nalin-gupta.com/

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Interests: AI & robotics (have been developing LLM based apps lately), Product, Business development, Ecosystem partnership, Go-to-market strategy

Startup Founder Experience: Auro Robotics

We built self-driving cars. The company went through the Y Combinator program, raised venture funding and was acquired by Ridecell in 2017.

As its CEO, I was responsible for overall strategy, product-market fit, sales, partnerships, fundraising, customer support, team building, marketing and company operations.

Career

(Creator +) Senior Director of Business Development   (May 2021- May 2022)

Nemo is a Google-like search engine for video data. Took it from 0-to-1, and was responsible for product-market fit, strategy, sales and business partnerships.

(Division Head +) Director of Business Development   (Oct 2017- May 2021)

Expanded the autonomous driving tech to public roads and launched new near-term commercial applications. Led product strategy, sales, biz dev and tech partnerships.

Co-founder & CEO   (Sept 2013 – Sept 2017)

Developed autonomous vehicles for transportation within campus-like environments such as a university campus or a retirement community. More details are in the above section.

Co-founder & Chief Product Architect   (Sept 2011 – Sept 2013)

Developed a pocket-size point-of-sale terminal (patented) and a one-click online payments platform. I also managed its IT security and secured the PCI compliance.

Co-founder & Team Lead   (Apr 2011- Jun 2012)

AGV is a robotics research group at IIT Kharagpur. It has produced several PhD and master thesis in robotics, received large grants and has won several robotics competitions.

Side Projects [Videos here]

- **Wingman AI**: JARVIS-like AI assistant for automating computer tasks across software and websites.

- **Qbit**: Tokenization of US stocks for use on the blockchain

- **Crypto Stablecoin**: A native, decentralized stablecoin of Polygon blockchain

- **Blink**: Enables people to read news articles behind paywalls by paying on a per-article basis.

Research and Patents [Pdfs here]

- A Toolbox for Teal-time Subject-independent and Subject-dependent Classification of Brain States from fMRI Signals

- Population-based Pattern Classification of Emotional brain States using fMRI Signals

- A Fingerprint Reader Device with Bi-Directional Communication via Phone Audio Jack

- A Mobile Magnetic Stripe Card Reader for Secure Payments via Phone Audio Jack

- A Vehicle Pollution Control Device based on Electrostatic Precipitation

Education

- Internship in Brain Computer Interfaces at University of Tübingen, Germany

- B. Tech + M. Tech in Electronics Engineering, IIT Kharagpur (India), specialization in Computer Vision

Select Talks and Media Interviews [Full list here]

- Panel discussion on the "Future of Transportation" at AI Commercialization Conference held at Computer History Museum in June 2019

- Guest speaker in Stanford's Continuing Studies Course on "The Business of Autonomous Vehicles", July 2018

- Talk on "AVs for in-campus transportation" at Autotech Council Smart Cities Conference, Nov 2016

- Conducted workshop on improving campus mobility services at Society for College and University Planning (SCUP) Pacific Regional Conference 2016

- Talk on "Autonomous Shuttles for in-campus travel" at we.CONECT's Automotive Tech.AD Detroit Conference held in Nov 2015.

- **Press Coverage**: MIT Tech Review, Washington Post, TechCrunch, Economic Times, NBC News, IEEE