Nikhil Mudholkar

nikhilrmudholkar29@gmail.com | GitHub | LinkedIn | X | nikhilmudholkar.com

Co-founder & CTO of a VC-backed startup who took LLM agents from prototype to production with industrial customers. Hands-on engineer who runs technical pre-sales, live demos and customer workshops.

EDUCATION

Indian Institute of Technology (IIT), Bombay *May 2019*

Mumbai, India

B.Tech in Materials Science with a Minor in Computer Science & Engineering (Minor GPA 8/10).

Awarded the **KVPY Fellowship** (Government of India), given to ~2,000 of ~100,000 students a year for research in basic sciences.

PROFESSIONAL EXPERIENCE

Bryo GmbH | Co-founder & CTO

Feb 2023 – Present

Berlin, Germany | AI quoting and order automation for German manufacturers

Raised ~$3M in VC (Entrepreneur First, HTGF, Playfair Capital) plus ~$1.2M in grants and loans

Engineering

Product ontology & knowledge graph

- Led the team that built an 8-stage pipeline turning suppliers' multilingual catalogues, drawings and ERP exports (millions of product variants) into an ECLASS-aligned knowledge graph, with DE-to-EN normalisation and automatic deduplication.
- Guided the team in designing the product ontology across 1,000+ categories and tens of thousands of specifications, with a confidence score and source citation on every value and human review with full audit trail and rollback.
- Drove the development of a self-improving data loop where agents analyse benchmark failures and patch the ontology, keeping only changes that improve accuracy, plus an RL prototype that corrects it from usage data.

Agentic quoting platform

- Led development of the end-to-end RFQ pipeline that triages inbound emails (quote, order, follow-up), extracts specs from PDFs, images, Excel and email threads, and matches them against customers' product catalogues, reaching **88.3% top-5 accuracy** in production.
- Led the pivot from multi-step deterministic search to agentic search, with custom harnesses for industrial products.
- Directed the team building agents that drive customers' existing configurators (web, Excel and SAP ECC variant configuration) to produce valid product codes and prices.

Integrations

- Built integrations into SAP ECC, Odoo, Microsoft Business Central, SharePoint and Outlook (custom M365 add-in), deployed inside customers' own tenants.

Infrastructure & evals

- Owned infrastructure and reliability, single-handedly migrated the stack from AWS to GCP and codified it in Terraform, including Frankfurt-only deployments for enterprise customers.
- Ran the LLM platform with EU-region hosting on Vertex AI, a LiteLLM gateway and Langfuse for tracing and cost tracking.
- Built Bryo's eval framework to benchmark models and agents on real customer fixtures across every stage of the stack.
- Owned GDPR compliance and ISO 27001 (in progress), and led enterprise security audits with customers' auditors.

Fundraising

- Raised ~$3M across pre-seed and seed from Entrepreneur First, HTGF, Playfair Capital and others.
- Secured ~$0.6M in grants and ~$0.6M in loans from IBB / Berlin Senate (ProFIT programme) on top of VC funding.
- Wrote the technical research plan for the ProFIT grant, surveying the state of the art in AI for industrial products and setting Bryo's multi-year research roadmap.

Commercial & leadership

- Ran technical pre-sales, including live demos, scoping, qualification and hands-on workshops with design partners.
- Took the product into production with paying customers in Germany and the UK.
- Hired, onboarded and mentored a team of 8 engineers and 2 commercial staff.
- Built partnerships with system integrators, ERP agencies and SaaS vendors.

Tier Mobility | Data Engineer

Oct 2021 – Sep 2022

Berlin, Germany | Python, Airflow, Kafka, Terraform, AWS, dbt

- One of 5 engineers owning Tier's data platform, building and maintaining pipelines and infrastructure for ~30 analysts.
- Managed the data infrastructure with Terraform and maintained Apache Airflow for the team's pipelines.
- Set up Apache Zeppelin for the analysts and built data pipelines on Apache Kafka.

Capital One | Data Engineer *Jun 2019 – Sep 2021*

Bangalore, India | Python, Flask, AWS, Oracle, Postgres, Snowflake, Tableau

- Built security tooling for Snowflake, S3, RDS and Oracle data warehouses using CloudTrail and query logs.
- Implemented User & Entity Behaviour Analytics to detect anomalous querying patterns and flag potential data breaches; built the ETL pipelines feeding high-volume query history and alerts to insider-threat teams.
- Received the **Phoenix Data Award**, Capital One's org-wide award for breakthroughs in solving data challenges.

Capital One | Intern – SAS-to-Python transpiler *Summer 2018*

Received a pre-placement offer

- Wrote a SAS grammar in ANTLR4 and built a Java cross-compiler that translated 11,000+ SAS scripts (with Teradata/ODBC SQL) into PySpark.

SPEAKING & COMMUNITY

- **Speaker, Odoo Experience 2023** (Brussels), presenting to Odoo partners, developers and manufacturers.
- Pitched and spoke at multiple startup pitch events and hackathons; active member of the Berlin startup ecosystem.
- Run workshops and live demos for manufacturers' sales and engineering teams and for AI startup founders on applying LLM agents to quoting and product configuration.
- Write about building AI products and companies in Germany on X (@nikhilmudholkar), with ~400K impressions.

PROJECTS

- **Jev vs Gemini on email triage.** Benchmarked TypeSafe's Jev decision model against Gemini on 1,565 real business emails. Jev was close in accuracy at a tenth of the cost, and its confidence was calibrated well enough that its most confident 85.5% of emails had zero errors. Reposted by TypeSafe's founder.
- **Decision models compared.** Extended the benchmark to Perplexity and Cloudflare Clef, with Perplexity coming out the most accurate and cheapest.
- **Speculative fan-out for agents.** Parallelised a configurator agent loop, cutting model calls from 7 to 3 and latency by 59% while improving accuracy.
- **Reskin.** Browser extension that lets users vibe-code their own frontend on any web app by describing a change in plain language, with flows for Odoo, Outlook, Salesforce, ChatGPT, claude.ai, YouTube, X and Google Search.
- **Algorithmic trading system (2019 – 2021).** Python/Celery/Redis system that traded intraday on live broker feeds, with strategies including hedged short strangles on weekly index options and cointegration-based pair trades, backtested on 5 years of data.
- **Reinforcement learning.** Implemented epsilon-greedy, UCB and KL-UCB for the multi-armed bandit problem.

SKILLS

- **AI** Agent harnesses, evals and LLM-as-judge, search and retrieval, Vertex AI, LiteLLM, Langfuse
- **AI coding** Heavy Claude Code user, 5 to 6 hours a day across multiple parallel sessions, plus Codex
- **Engineering** Python, SQL, TypeScript, Java; GCP, AWS, Terraform, Airflow, dbt, Postgres
- **Languages** English (fluent), German (B1)