

SAHILI TOTALE

SYSTEMS / FINANCE / AI / BUILDING

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Bengaluru, India

Education

BITS Pilani

Master of Science (M.Sc.), Economics

Bachelor of Engineering (B.E.), Civil Engineering

2016 - 2021

Areas of Expertise

AI & data systems

Product strategy, GTM & partnerships

Strategy & operations

Systematic investing

Quantitative research & model risk

Tools

Technical & AI

Python / SQL / R

Machine learning / VAEs

LLM workflows

Platforms

Claude / ChatGPT / Cursor

Perplexity / NotebookLM

Bloomberg / Advanced Excel

I'm drawn to unfamiliar, domain-heavy problems. I like getting inside a system: understanding how it works, finding what is stuck, and turning ambiguity into tools, decisions, and execution.

Over the past five years, that has meant building a generative AI (GenAI) revenue system and leading go-to-market (GTM) and partnership work at **Mili**; managing a **\$236M+** global macro portfolio at **Goldman Sachs**; and building ML/data tools for model-risk assessment at **Wells Fargo**.

Experience

SahiliTries

Independent Builder & Content Creator

Jan 2026 - Present

- Uses YouTube and LinkedIn as a **public notebook**, running deep learning sprints across AI, economics, product, and public policy and turning them into video and written explainers.
- Published a **30-day global-policy series on LinkedIn** examining how countries design digital identity, infrastructure, housing, climate, healthcare, and industrial policy.

Mili

Chief of Staff | B2B AI for U.S. wealth advisors

Feb 2025 - Jan 2026

- Designed and launched a **generative AI (GenAI) revenue-monitoring and pipeline system**, replacing manual workflows with an automated dashboard used in **weekly leadership reviews**.
- Led conference and partnership strategy end to end - sponsorships, go-to-market (GTM) planning, follow-up, and post-event ROI analysis - **increasing qualified leads 3x**.
- Built a **product-integration roadmap** with ecosystem partners, identifying third-party workflows where Mili could embed to drive adoption.
- Served as the **CEO's strategic extension**, preparing data-backed revenue insights and briefs for investor, growth, and GTM discussions.
- Built **repeatable processes across marketing, partnerships, and post-event debriefs** to improve planning and execution.

Goldman Sachs

Portfolio Manager | Quantitative Investment Strategies (QIS)

May 2024 - Feb 2025

- Managed **portfolio-construction and risk decisions for a \$236M+ systematic macro portfolio** spanning **100+ instruments** across equities, FX, fixed income, and commodities in developed and emerging markets.
- Constructed signals and optimized macro and trend-following strategies, **translating quantitative research into portfolio-construction decisions**.
- **Backtested trend signals** across MSCI World, U.S., EAFE, and ACWI Style Index universes.

Wells Fargo

Quantitative Analytics Specialist, Corporate Model Risk | Program Associate

Jul 2021 - May 2024

- **Validated and stress-tested deposit and mortgage models** as part of the second line of defense.
- Built a **Variational Autoencoder synthetic-data generator** for scenario testing and model validation.
- Designed an **interactive visualization tool and Model Risk Score** to support model-risk assessment across **\$150B** of business impact.
- Built a **Python validation library** that reduced development time **25%**.

Recognition

Wells Fargo Showcase Global Hackathon

Winner - ranked 1 of 400

Wells Fargo Corporate Risk Innovation Challenge

Winner

IIT Madras

Invited industry speaker on AI trends in banking and finance

National Investment Banking Competition

Finalist

Global Investment Banking Olympiad

Finalist

Passed FRM Level I

Ventures & Community Building

Three Grace Studios

Founder | Creative studio

- Built a creative studio around women-led businesses and sustainability; designed intentional products with women-led partners and created **Women In Product onboarding kits with The Product Folks**. View partnership

Blyndr

Co-founder | Anonymous social and dating platform

2020 - 2021

- Co-founded after **market research into dating behavior, consumer psychology, safety, and unmet user needs**.
- Reached **500+ downloads** and drove adoption through pre-launch events and community-led experiments.
- Designed **interest-capture matching logic** to connect like-minded users. Play Store

Thrifin

Co-founder | Sustainable-fashion marketplace

- Co-founded an **e-commerce platform for discovering, buying, and selling thrifted clothing** in India.
- Onboarded **800+ thrift stores**, helping young women-led sellers showcase and distribute second-hand clothing online.
- Built **content and brand collaborations** around sustainable fashion. Instagram

Female Founders Circle

Community co-host

2024

- Co-hosted the **first gathering for women building across healthtech, GenAI, e-commerce, and other startup sectors** to exchange operating lessons and founder challenges.

Earlier Experience

UBS

Credit Risk Methodology Intern

Sep 2020 - Jun 2021

- Built an **R package that standardized data visualization** and improved reporting and analysis efficiency **30%**.
- Validated mortgage and RWA models** by analyzing performance and risk behavior.

WorldQuant

Summer Research Intern

Jun 2019 - Jul 2019

- Modeled **50+ alphas** with **less than 0.2 correlation** and **Sharpe ratios above 3** across price, volume, and sentiment themes.
- Analyzed consultant behavior using performance metrics and **designed strategies to improve conversion**.
- Designed an **SEO-led newsletter campaign** to increase engagement.

Indian Institute of Technology, Delhi

Winter Research Intern

Dec 2018 - Jan 2019

- Built an **ANN-based early-warning model** using macroeconomic and financial indicators to classify financial-crisis risk across emerging economies.

Board of Revenue, Uttar Pradesh

Summer Intern

May 2018 - Jul 2018

- Designed a **Java/PostgreSQL web application** to digitize land-revenue collection and crop-inspection workflows.