

# WUTTHICHAJ (BINGO) UPATISING

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## EDUCATION

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**USC Marshall School of Business** – Los Angeles, CA **Expected May 2026**

*Master of Science in Business Analytics (STEM); GPA: 3.60*

- Coursework: Analytics Edge for Decision Making Through Python, Deep Learning for Business Applications, Advanced SQL for Business Analytics

**American University, College of Arts and Sciences** – Washington, DC **May 2021**

*Bachelor of Science in Economics, Minor: Finance; GPA: 3.9*

- Coursework: Data Science with R, Econometrics, Financial Accounting

## EXPERIENCE

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**Shepherd** – Los Angeles, CA **May 2025 – Present**

*Core Contributor, Business Development*

- Ran 50+ discovery calls with security researchers and protocol teams to map integration friction and pricing resistance; findings were adopted into Shepherd's pivot to a repo-agnostic model and current pricing framework
- Partnered with engineering and design to launch Shepherd Co-Pilot, a multi-agent AI red-teaming engine for exploit validation; onboarded first 20 technical users in private beta
- Led go-to-market for Shepherd Triage, a bug-validation system that filters real vulnerabilities from AI-generated false positives; ran prospect outreach and early-user demos as part of 0 to 1 launch
- Authored bylined technical articles on LLM non-determinism and DeFi exploit case studies (ResupplyFi, Abracadabra, CauldronV4); approximately 2,000 reads across technical audience with a 40-claim fact-verification pass per article

**Phuket Villa Corporation, Ltd.** – Phuket, Thailand **Dec 2022 – Jun 2024**

*Business Development Analyst*

- Ran feasibility analysis on 4 proposed developments (\$1M to \$10M combined value); analysis directly informed 3 project approvals and 1 halt decision
- Built financial projections and investor materials with 2-person finance team; supported lender conversations for approved projects

**Ek-Chai Distribution System Co., Ltd.** – Bangkok, Thailand **Dec 2021 – Nov 2022**

*Business Development Executive — Lotus's (formerly Tesco Lotus) B2B division*

- Led cross-functional team of 18 to redesign B2B go-to-market and back-of-house operations; drove substantial sales growth and double-digit profit lift in first year
- Led finance sub-team to create the operational KPI framework — sales, delivery, profitability — that became the shared scoreboard for weekly team reviews and leadership updates
- Shipped an internal delivery-tracking tool on Google AppSheets, giving dispatchers real-time driver locations and route-planning inputs; adopted as standard operational tooling and contributed to reduced delivery times

## PROJECTS

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**Forki** — Consumer AI habit & food-logging iOS app (forki.app) **Aug 2025 – Present**

- Co-founded and lead product for an AI-powered food-logging habit app targeting college students; live private beta with active users
- Designed the AI camera system architecture — multi-analyzer fallback and three-path routing (packaged / restaurant / homemade food) — built to handle edge cases in GPT-4o calorie estimation
- Co-authored PRD and character design; partnered with designer on production delivery and final UX refinement; Stack: Next.js, Supabase, OpenAI Vision, Sora

**HYPE Skills** — Open-source security tooling for Claude Code **Feb 2026 – Present**

- Built and published an open-source framework that converts real-world security incidents into machine-readable detection skills for AI coding agents
- Authored attack taxonomy and incident dataset covering 8 real-world DeFi exploits; produced structured YAML incident records and case study documentation

## SKILLS

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- **Technical:** Python, SQL, TypeScript, Next.js, Supabase, LLMs, multi-agent systems, Figma
- **Product & GTM:** PRD authoring, user discovery, product-led GTM, pricing, 0 to 1 launches
- **Languages:** Thai (Native), English (Fluent), Chinese (Beginner)