

EDUCATION

University of Cambridge, BA and Masters (MEng) – Information & Computer Engineering **2014 – 2018**
First Year Grade: 1st, Second Year Grade: 1st, MIT GPA: 5.0/5.0, Masters Grade: Distinction
Extracurriculars: Hackbridge – Co-founder; Cambridge University Eco Racing – Business Manager (led 6+ person team); Bangla Society – Secretary

Massachusetts Institute of Technology, Cambridge-MIT Exchange – Computer Science **2016 – 2017**
GPA: 5.0/5.0, Research Projects: CPU-based astronaut detection for the ISS; RL for treating sepsis in ICUs (published at NeurIPS '17 ML4H workshop)

EXPERIENCE

Pathao, Dhaka: (Ride hailing and food delivery startup) – Product Manager **Sept '20 – Present**

- Managing strategy, product, and GTM of Pathao's digital wallet and Bangladesh's first buy-now pay-later lending solution (Q4 2021 launch)
- Supervised a team of two to deploy several data-science projects: re-categorised 10,000+ restaurants with embeddings to extend in-app search, and integrated open-source mapping tools into the navigation stack, completing a project that was 12 months overdue in 1 month
- Redesigned the surge pricing system for rides, resulting in a 2x faster price response rate, reducing driver ride non-acceptance by 10%, and leading to better price parity with competitors in high-demand conditions
- Built a system to automatically track and improve supply quality. Pilot saved 10s of hours of operations time weekly with a 60+% driver improvement rate. This system has since been rolled-out company-wide across several use-cases
- Created a tool to standardise and automate experiment metric tracking leading to a 3x increase in monthly marketplace experiments
- Ran the loyalty points product, revamping the UI and launching a feature to allow users to redeem discounts at partner stores. Led a team to organise partnerships with 20+ brands around Bangladesh and increased user engagement with the product by 60%
- Increased the return-on-investment of acquisition marketing campaigns by 150% through the analysis of Pathao's customer data

McKinsey & Company, London: (Management consulting firm) – Associate **Aug '18 – Sept '20**

- Started as a data scientist at QuantumBlack. Transitioned to a generalist consulting role and was promoted to post-MBA level in 1 year
- Managed a team of 5+ colleagues to help a telecoms OEM use advanced analytics in their networks. Identified improvements to the client's product strategy, and developed initiatives to cut operations costs by up-to 20% (>\$10m p.a.); project delivery involved coordination with senior stakeholders across various business units. End results were presented to the client's board
- Developed and presented strategic roadmaps for 20+ digital and analytics use-cases (with >10% EBITDA impact) across various subdivisions of an energy major. These roadmaps were used to kickstart successful transformations within these businesses
- Co-authored McKinsey's first academic papers in machine learning, published at ICLR's DebugML & ICML's AIFSG workshops in 2019
- Analysed multiple public data-sources in a proof-of-concept study to formulate the marketing strategy for a \$bn in-trial drug targeted for launch in 2023. Outputs were well-received and the approach was scaled to the client's entire drug pipeline

EXTRACURRICULAR PROJECTS

Pencil: San Francisco-based venture-backed edtech startup; Part-time Product Manager **Nov. '20 – Present**

- Leading a team of 8+ UX designers and engineers to build a set of educator-centric content authoring products (similar to Google Classroom). Working in parallel to support the CEO with fundraising and company strategy

McKinsey Venture Academy: Student Social Enterprise Accelerator; Co-lead; <https://ventureacademy.mckinsey.com/> **Oct. '18 – Sept '20**

- Co-ran this competitive mentorship programme for students (100+ annually) at UK universities; successfully launched a series of entrepreneurship lectures with individuals at Entrepreneur First, Oxford's Skoll Centre, and Grameen Impact Investing

Hackbridge.io: Student Innovation & Making Group; Co-founder; <https://hackbridge.io> **Jul. '17 – Aug. '18**

- Co-founded an organisation to foster a 'maker' environment at Cambridge. Hackbridge has grown into one of the university's largest tech-focussed communities, enabling 30+ projects annually for ~10% of engineering undergrads

Educational Video Compression: High-fidelity video compression with Computer-Vision; <https://ylgh.github.io> **Oct. '16 – Dec. '16**

- Created a novel method to compress educational videos by 100x to reduce the data cost of accessing online education; donated the algorithm to DotLearn, an MIT-based education startup working on a similar problem

AWARDS AND ACHIEVEMENTS

Scholarships: 2015 - Scholarships to Caius College, Cambridge (awarded for strong academic performance); **2016** - Engineering Leaders Scholarship (1 of 20 nationally); **2017** - Future of Engineering Prize (2nd nationally)

Team-based project awards: 2014 - ARM prize (robotics project); **2016** - 2nd place, HackCambridge; Facebook prize, HackMIT; Runners-up, Facebook Global Hackathon Finals; **2017** - Innovative project award, MIT 6.S191; Improbable prize, HackCambridge; Microsoft prize, HackMIT; \$5000 MIT Sandbox Innovation Fund grant