Imran Ahmed

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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) – Alter Product Fellow; Product Manager*   **Sept '20 – Present**
- Owning strategy, product, and GTM of Pathao's pay product and one of Bangladesh's first buy-now pay-later solutions (Q4 2021 launch)
- Supervised a team of three to deploy several data-science projects, including developing restaurant embeddings to improve in-app search conversion by 10%, and solving a complex GPS ping mapping task which completed a project that was 12 months overdue in just 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 40+ 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 QuantumBlack's first undergrad data scientist. Moved to generalist consulting 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 and end results were presented to the client's board
- Worked on McKinsey's COVID response team, providing insights on medical, drug, and hospital bed supplies for 20+ public and private clients; supported the management of a government's COVID testing operations, delivering analysis with presidential-level visibility
- 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
- Helped a major UK bank reprice their invoice financing product for SMEs, resulting in $25m revenue uplift annually
- 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 6+ 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 awards: 2014 - ARM prize; **2016 -** 2nd place, HackCambridge; Facebook prize, HackMIT; Runners-up, Facebook Global Hackathon Finals; **2017 -** Project award, MIT 6.S191; Improbable prize, HackCambridge; Microsoft prize, HackMIT; $5000 MIT Sandbox Innovation grant