

Aashutosh Agrawal

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EDUCATION

Northeastern University , <i>Master of Science in Engineering Management</i> Coursework: Applied Generative AI, Digital Product Design and Management User Experience Design, Economic Decision Making, Business Model Design and Innovation	<i>Boston, USA</i> <i>Sep 24 - Dec 26</i> GPA: 4
Indian Institute of Technology Guwahati , <i>B. Tech in Mathematics and Computer Science</i> Coursework: Data Structure and Algorithms, Networks and Databases, Theory of Computation Optimization, Discrete Mathematics, Quantitative Finance, Probability and Statistics, Financial Risk Management.	<i>Guwahati, India</i> <i>Jul 16 - Aug 20</i> GPA: 3.9

SKILLS

Product Management: Product Road-mapping, Product Strategy, Data Analysis, System Design, Competitive Research
A/B Testing, Design Thinking, Risk Analysis, Simulation Modeling, Stakeholder Management
Software Proficiencies: Excel, Tableau, Power BI, Confluence, JIRA, Figma
Technical Skills: C++, Python, Java, R, MATLAB, SQL, Git
Certifications: Project Management Professional (PMP), Agile Certified Product Manager (ACP)

PROFESSIONAL EXPERIENCE

Goldman Sachs

- Product Manager –Marcus by Goldman Sachs | Personalized Financial Insights Feature** *Jan 24 - Dec 24*
- Led the end-to-end development of a personalized financial insights feature, driving a 15% increase in app retention and a 20% boost in user engagement within six months of launch
 - Conducted extensive market research, user interviews, and behavioral analysis to identify customer pain points, resulting in a strategic roadmap for delivering tailored financial advice
 - Partnered with UI/UX designers to craft an intuitive interface and collaborated with engineers to integrate machine learning algorithms for actionable, data-driven insights
 - Utilized A/B testing and performance metrics to measure feature success, iterating based on user feedback and achieving a 25% improvement in Net Promoter Score (NPS)

- Product Manager - Compliance Surveillance Case Manager** *Jan 23 - Aug 23*
- Led the development of an ML-powered compliance surveillance system, achieving a 70% reduction in false positives
 - Facilitated multiple workshops with end users to understand their pain points and align on business requirements
 - Conducted root cause analysis of user workflow, identifying excessive false positives and lengthy case closure times as key issues established these as north star metrics to measure system effectiveness
 - Worked closely with developers to implement booster algorithm XG Boost, resulting in a 30% reduction in false positives
 - Collaborated with the design team to implement workflow optimizations, reducing case resolution time by 50%
 - Introduced real-time monitoring, driving a 25% reduction in regulatory breaches and enhancing overall compliance

- Quantitative Strategist - Wealth Management for HNIs** *Aug 20 - Dec 22*
- Engineered advanced risk management systems for client portfolios totaling over \$6 billion, achieving a 15% reduction in margin call incidents through quantitative modeling and risk assessment techniques
 - Enhanced client presentations by integrating over 20 financial metrics, significantly increasing engagement and supporting informed decision-making in high-stakes investment scenarios
 - Designed and executed more than 10 strategic investment initiatives, utilizing comprehensive financial analysis to align with client objectives and capitalize on market opportunities
 - Optimized sales processes by implementing data-driven insights, resulting in a 20% reduction in operational errors and contributing to overall efficiency in client servicing

Deutsche Bank

- Intern** *May 18 - Aug 18*
- Curated immersive virtual reality experiences for compliance training, enhancing user engagement and delivering education through realistic scenarios, distinguishing the product from traditional, monotonous methods
 - Identified and analyzed high-impact feature changes through competitive analysis and market research, resulting in recommendations for enhanced learning content and improved user engagement

PROJECTS

Product Manager - Event Management App, Northeastern

- Led the end-to-end development of an event management app that simplified finding and registering for campus activities, helping students easily discover and attend events, while boosting participation and engagement
- Managed a cross-functional team, conducted user interviews to identify pain points, wrote user stories, developed the product roadmap, facilitated scrum calls, and performed testing to ensure delivery
- Onboarded 60% of the students within one-month, increased engagement by 50% through gamification, and improved user retention by 30% by introducing rewards and perks