Aashutosh Agrawal

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Product Manager with 4+ years of experience. Led AI-driven products at Goldman Sachs & scaled a startup to 1M+ users

SKILLS

- **Product Management:** Product Road-mapping, Product Strategy, Data Analysis, System Design, Competitive Research A/B Testing, Design Thinking, Risk Analysis, Machine Learning, Stakeholder Management
- **Software Proficiencies:** Confluence, JIRA, Figma, Jupyter Notebook, Tableau, Power BI, MS Office
- **Technical Skills:** SQL, C++, Python, Java, R, MATLAB, SQL, Git

WORK EXPERIENCE

Goldman Sachs   Aug 20 - Aug 24

Product Manager – Marcus | Personalized Financial Insights – B2C | Website   *Jan 23 - Aug 24*

- Drove product initiatives for a digital banking platform serving 14M+ users and managing $100B+ in deposits
- Launched personalized insights, increasing app usage by 35% and driving a $200M+ (20%) revenue uplift in one quarter
- Boosted user-initiated transactions by 15% and user engagement by 40% with AI-driven recommendations
- Collaborated with 20+ member cross-functional team (engineering, design, data science) globally in an Agile environment

Technical Product Manager | Employee Compliance Surveillance Platform |100K+ Daily Cases   *Jan 22 - Dec 22*

- Redesigned employee compliance surveillance platform used by 3,000+ officers globally handling 100,000+ cases daily
- Integrated ML-powered surveillance systems, reduced case resolution time by 50%, cutting FINRA fines by 60%
- Reduced false positives (north star metric) by 70%, improved compliance precision by 25% with XGBoost
- Conducted 100+ user interviews to identify key pain points, prioritized 10 high-impact features, and delivered a two-year product roadmap, GTM strategy, and detailed product requirements for the compliance platform

Quantitative Strategist | Wealth Management for HNIs | Website   *Aug 20 - Dec 21*

- Designed and executed more than 10 investment strategies for $600 billion in client portfolios globally, leveraging advanced quantitative modeling and risk assessment techniques
- Delivered 3 interactive risk analysis and investment analytics dashboards, along with 10+ automated reports, enhancing decision-making for portfolio managers and increasing reporting productivity by 30%
- Utilized Python for quantitative modeling and ML, leveraged SQL for data querying, React and Java for web interfaces

Deutsche Bank | Intern   May 18 - Aug 18

- Built a VR training platform for traders, reducing decision errors by 60%, increasing decision-making speed by 2x
- Brought the voice of customers through targeted product updates, resulting in a 40% increase in platform engagement and a 35% boost in feature adoption

PROJECTS

MIT Sloan's Generative AI Lab   *Jan 24 - present*

- **Collaborated with Nasdaq at MIT Sloan's Generative AI Lab** to develop an AI agent that converts natural language into automated data pipelines, improving data workflow efficiency by 40% and reducing operational costs by 25%

Founder/Product Manager | Diabete   *Sep 24 -present*

- Building a solution to help diabetic patients simplify complex insulin dosage calculations
- Conducted market research and competitor analysis, defined the product roadmap, and pitched successfully for funding

Product Manager | Uber Driver Experience | Website   *Sep 24 - Dec 24*

- Conducted in-depth user research and competitive analysis to identify key pain points in Uber's driver experience, leading to a data-driven proposal to improve retention and reduce churn
- Developed a feature roadmap and wireframes for a new driver incentives program, optimizing engagement through personalized earnings insights, projected to increase driver satisfaction by 20%

Product Manager | Campus Events Discovery App, Northeastern |Link   *Sep 24 – Dec 24*

- 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
- 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

EDUCATION

Northeastern University | Master of Science in Engineering Management | GPA: 4.0   *Boston, USA*
Coursework: Applied Generative AI, Digital Product Design and Management   *Sep 24 - Dec 26*
User Experience Design, Economic Decision Making, Business Model Design and Innovation

Indian Institute of Technology Guwahati | B.Tech in Mathematics and Computer Science | GPA: 3.9   *Guwahati, India*
Coursework: Data Structure and Algorithms, Networks and Databases, Quantitative Finance   *Jul 16 - Aug 20*

ACHEIVEMENTS

- **JEE Advanced 2016:** Achieved AIR 992, ranking in the top 0.1% among 2M+ candidates
- **Founding Product Manager:** Raised $2M in government contracts, scaling services to 1M users