Arhan A. Salunke

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EDUCATION

Northwestern University, *McCormick School of Engineering*   **Evanston, Illinois**
Bachelor of Science in Computer Science and Economics   *Expected June 2022*

- **GPA:** 3.7/4.0 *Dean's List High Honors* | ACT: 35
- **Relevant Coursework:** Econometrics, Intermediate Micro/Macroeconomics, Statistics, Public Finance, Behavioral Economics, Multivariable Integral Calculus, Engineering Analysis, Artificial Intelligence, Networking, Machine Learning, Discrete Math

EMPLOYMENT & RELEVANT EXPERIENCE

Deloitte Consulting LLP   **Chicago, Illinois**
Incoming Solutions Engineering Analyst   *Nov. 2021 – Present*

U.S. Bank   **Minneapolis, Minnesota**
Treasury Technologies Summer Intern   *June 2021 – Sept. 2021*

- Led a team of interns in partnership with the Digital Transformation Team to develop a new ESG mutual fund and mobile investments platform to promote the increased utilization of US Bank investment services by Gen Z and millennials
- Achieved a projected 8% increase in utilization of wealth enhancement services, totaling an over $225 million increase in revenue
- Served as a liaison between the business team and the software development team, communicating business goals and requirements while also identifying and assisting in the development of additional business opportunities with current clients

Lyft   **Chicago, Illinois**
Spring Analyst   *Feb. 2021 – June 2021*

- Partnered with Product Management to explore several different automotive service verticals for the future expansion of the Lyft Pink subscription service and determined the most lucrative segment to enter in the $600 billion Personal Vehicle space
- Strategized and developed market entry plans for each segment, including partnerships with SP+, Honda, Carvana, Allstate and Levi's Stadium, later presenting these slide decks and reports to the CEO and senior leadership
- Developed pricing strategies and marketing plans for these partnerships, ensuring that Lyft would incur reasonable program costs
- Vehicle service contract bundles achieved a projected customer conversion rate of $282 per new Lyft Pink subscriber and an influx of 844,000 new customers in the first year of the program, increasing Lyft's annual revenue by over $202 million

U.S. Bank   **Minneapolis, Minnesota**
Global Corporate Trust Summer Intern   *July 2020 – Sept. 2020*

- Worked as part of an intern team in conjunction with Retail Payments Solutions to develop a new credit card program to drive the increased use of credit card products by millennials, a customer segment that is particularly risk averse in regards to debt
- Developed the key features and capabilities of the credit card program that would promote growth in the retail payments business line, as well as determining the best marketing strategies to reach the target demographic
- Achieved a projected 15% increase in millennial credit utilization at U.S. Bank, an annual revenue increase of $305 million

AffinitiNow   **Maple Grove, Minnesota**
Summer Business Analyst and Software Developer   *June 2020 – Sept. 2020*

- Assisted in developing a service order platform to streamline real estate and vehicle valuation services
- Created an investor pitch deck outlining the problem & solution, target market, competitive advantages, and the business model
- Performed a market analysis, calculating market size (TAM, SAM, SOM) in addition to conducting a competitive analysis
- Built a company website using HTML and CSS, utilizing Amazon S3 and Route 53 to facilitate web hosting
- Developed a web application for the platform, integrating a BRE (Drools), BPM system (Activiti), and OptaPlanner to facilitate an efficient and optimized AI driven vendor assignment process, reducing appraisal turnaround times by 28%

Wright County Information Technology   **Buffalo, Minnesota**
Information Technology Intern   *June 2019 – Sept. 2019*

- Imaged and configured PCs on new Windows 10 installs ensuring positive client feedback; assisted 100+ clients in solving their computer related issues and familiarizing them with new equipment as deployed

Vendor Labs   **Plymouth, Minnesota**
Cofounder and Chief Architect   *Jun. 2017 – Jan. 2020*

- Formed an LLC to develop an iOS/Android application that streamlines the experience between food truck vendors and consumers
- Placed third in the University of Nebraska's New Venture Competition, obtaining over $7,500 in funding for further development

SKILLS, ACTIVITIES & INTERESTS

Languages: English (Native), Spanish (Conversational Proficiency), Marathi (Conversational Proficiency)
Technical Skills: Python, R, Stata, C, C++, C#/.NET, Java, SQL, Kubernetes, Docker, AWS, Azure, MATLAB, Agile, Office 365
Activities: CASE (Consultants Advising Student Enterprises), Dance Marathon, Lion's Recycle for Sight, Intermural Sports
Interests: Investing, Entrepreneurship, Technology, Ecommerce, Travel, Sports, Automobiles, Crossword, Weightlifting, Trivia