ATHARAV BHAGWAT, CSPO®

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EDUCATION

Dartmouth College <div align="right">**Hanover, NH**</div>
Master of Engineering Management (MEM) | MBA Equivalent <div align="right">Sept 2024 - Dec 2025</div>
Courses: Marketing, Customer Analytics, Strategy & Org Behavior, Competitive Pricing, Platform Strategy, Product Design & Development

University of Mumbai <div align="right">**Mumbai, India**</div>
Bachelor of Technology in Electronics Engineering (GPA: 3.79/4.00) <div align="right">Aug 2020 - Jun 2024</div>
Courses: Design Thinking, Financial Engineering, Artificial Intelligence & Machine Learning, Cloud Computing

SKILLS

- **Technical:** MS Office, Excel, Tableau, PowerBI, MixPanel, SnowFlake, MongoDB, Google Analytics, SQL, AWS, Microsoft Azure, API Design & Integration, GitHub, Firebase, Figma, Jira, Asana, Python, R, CSS, HTML, Java
- **Product & UX:** Stakeholder Management, Strategic Planning, Resource Allotment, Product Life-cycle Management, User Journey Mapping, Competitive Analysis, Wireframing, Agile & Scrum Methodologies

PROFESSIONAL EXPERIENCE

Electrify Mobility: Enhancing Mobility & Independence <div align="right">**Mumbai, India**</div>
Co-founder <div align="right">Jun 2023 - Jul 2024</div>
- Collaborated with an industry partner to prototype an accessibility device for individuals with disabilities, by integrating Radio Frequency and Bluetooth technology to centralize internal vehicle controls & secured **funding worth $6000** for commercialization
- Developed go-to-market strategy by performing market research by conducting potential user interviews and performing iterative user testing on Beta models to assess user needs and enhance safety, improving accessibility features and optimizing user experience through A/B testing
- Led the product's technology transfer process by strategically negotiating agreements post-market launch, overseeing the **Indian patent** filing and securing an **Academic Utility Model in Germany** to support product scalability and international market expansion

Indian Institute of Management (IIM) Udaipur <div align="right">**Udaipur, India**</div>
Project Associate <div align="right">Dec 2023 - May 2024</div>
- Defined product requirements and partnered with cross-functional teams to design and deliver a decision-tree-based anti-data-breach solution for **Fortune 500 clients**, accelerating risk assessment cycles and **improving KPI accuracy by 15%**
- Owned the end-to-end prototype roadmap, translating complex textual analysis into automated dashboards and prioritized backlog items that surfaced top cyber-vulnerabilities, enabling proactive mitigation and **reducing potential threats by 20%**
- Built real-time threat intelligence pipelines, architecting ETL workflows and interactive BI dashboards to visualize evolving attack trends

SP Jain Institute of Management & Research (SPJIMR) <div align="right">**Mumbai, India**</div>
Data Analysis & Machine Learning Intern <div align="right">Aug 2022 - Dec 2023</div>
- Developed a fraud detection product prototype using a Support Vector Machine (SVM) based model, utilizing variables from the annual reports of the **top 200 listed firms** at the Bombay Stock Exchange, identifying key insights to optimize scalability for regulatory use
- Collaborated with a cross-functional team of investment and financial experts to gather user requirements, **identifying 45 additional critical variables** from reports to ensure product-market fit for financial regulatory bodies and research organizations
- Expanded the prototype refinement process by pivoting the solution to target SMEs and positioning it as a scalable tool for broader regulatory impact by **improving the fraud-detection accuracy by 25%**

Indian Institute of Technology (IIT) Bombay <div align="right">**Mumbai, India**</div>
Product Research Intern <div align="right">Jan 2023 - Jul 2023</div>
- Led a team of three fellow interns to develop a non-invasive ECG extraction device, targeting key user needs in fetal health monitoring & **improving detection accuracy of critical cardiac indicators by 20%**, driving innovation in prenatal care solutions
- Partnered with local hospitals & diagnostic centers to collect real-time data, optimizing a W-Net model with over 3,500 real and synthetic scalogram images to enhance fetal heart rhythm detection, achieving a **15% improvement in early-stage cardiac diagnostics**

PROJECT EXPERIENCE

Graditude Connects <div align="right">**New York, NY**</div>
Graduate Product Manager <div align="right">Feb 2024 - Present</div>
- Developing and validating GTM strategies by conducting market research, mapping user acquisition & retention journeys and optimizing key engagement touchpoints and achieved **7.5% MoM growth in DAUs** & **12.5% improvement in retention** in 5 weeks of MVP launch
- Conducting user behavior analytics to evaluate customer needs, market trends, & pricing, while leveraging scalability frameworks and ensuring cross-functional alignment resulting in **improvement of user session duration by 15%** through enhanced platform functionality

Amazon Fulfillment Technologies & Robotics <div align="right">**Westborough, MA**</div>
Technology Consultant: Supply Chain Automation <div align="right">Sept 2024 - Nov 2024</div>
- Led market analysis of over 30 automated Unit Load Device (ULD) loading-unloading solutions, identifying key trends, competitors, and opportunities for product differentiation, projecting **35% CAPEX** & **55% OPEX** savings through integration with existing logistics systems
- Assessed air-cargo logistic system for scalability & innovation, focusing on user experience, safety, and long-term logistics strategy, optimizing product adoption with existing infrastructure with projections of **$75 million & 20 million labor hours savings** annually