ATHARAV BHAGWAT, CSPO®

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EDUCATION

Dartmouth College   **Hanover, NH**
Master of Engineering Management (MEM) - Merit Scholarship Recipient   Sept 2024 - Nov 2025
Courses: Product Management in Tech, Platform & Pricing Strategy, Product Design & Development, Marketing, Consumer Analytics

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

PROFESSIONAL EXPERIENCE

Appcast Inc.   **Lebanon, NH**
Product Engineer Intern   Jun 2025 - Present
- Drove development of a performance prediction MVP Model that enabled clients to forecast Cost per Apply with **80% accuracy**, improving budget allocation decisions and enhancing campaign ROI.
- Launched an AI Apply Agent POC compatible with **20+ ATS systems**, **reducing apply time by 50%** and improving candidate conversion rates through automation and seamless ATS API integrations.
- Built and deployed A/B test feedback loop that **improved candidate-job match by 15%**, saving clients up to **$500 per qualified hire**
- Enhanced a GPT-4o based chatbot for internal learning helping enable Account Managers to access insights faster for efficient client support
- Consolidated large-scale job application data from Postgres and AWS Athena, delivering actionable insights via Tableau dashboards

Electrify Mobility   **Mumbai, India**
Co-founder & Product Lead   Jun 2023 - Jul 2024
- Secured **INR 500K in funding** and led cross-industry collaboration initiative to prototype an accessibility solution for people with disabilities, centralizing vehicle controls via RF/Bluetooth and positioning product for commercialization.
- Defined and executed go-to-market (GTM) strategy through user research and iterative testing, introducing accessibility and safety enhancements that increased customer trust and retention, while leveraging A/B pricing experiments to identify optimal pricing point
- Delegated 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 Technology (IIT) Bombay   **Mumbai, India**
Product Research Intern   Jan 2023 - Jul 2023
- Led a team of three to develop a medical 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 fetal cardiac diagnostics**

SP Jain Institute of Management & Research (SPJIMR)   **Mumbai, India**
Data Analytics & Machine Learning Intern   Aug 2022 - Dec 2022
- 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
- Partnered with financial experts to identify **45+ critical variable**s and pivot the prototype for SME scalability, boosting **fraud-detection accuracy by 25%** and enhancing product-market fit for broader regulatory adoption.

PROJECT EXPERIENCE

ScribePT   **Hanover, NH**
GenAI Product Development Consultant   Mar 2025 - May 2025
- Spearheaded product feature enhancement and fine-tuning for an MVP medical flagging system, utilizing a clinicalBERT model to predict specialists and detect critical "Red Flags" from **300+ medical transcripts**, optimizing clinical decision-making workflows
- Led the development of a compatible API and successfully integrated the system with existing agents using the A2A protocol, improving functionality and enabling seamless communication between agents, while achieving **81% accuracy**

Amazon Fulfillment Technologies & Robotics   **Westborough, MA**
Product-line Optimization Consultant   Sept 2024 - Nov 2024
- 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

SKILLS

- **Technical:** MS Office, Excel, Tableau, PowerBI, MixPanel, Snowflake, MongoDB, Google Analytics, SQL, AWS, Azure, API Design & Integration, GitHub, Firebase, Figma, Jira, Confluence, Asana, Python, R, CSS, HTML, Java,
- **Product & Strategy:** Product Requirement Documentation (PRD), Product Road-mapping & Prioritization Product Life-cycle Management, User Journey Mapping, Competitive Analysis, OKR tracking, Wireframing, Agile & Scrum Methodologies, Stakeholder Management