

# ATHARAV BHAGWAT

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## EDUCATION

### Dartmouth College

*Master of Engineering Management (MEM)*

Courses: Technology Assessment, Marketing, Customer Analytics, Strategy in Emerging Markets, Competitive Pricing, Platform Strategy

**Hanover, NH**

Sept 2024 - Dec 2025

### University of Mumbai

*Bachelor of Technology in Electronics Engineering (GPA: 3.79/4.00)*

Courses: Design Thinking, Financial Engineering, Artificial Intelligence & Machine Learning, Blockchain, Cloud Computing, Data Analytics

**Mumbai, India**

Aug 2020 - Jun 2024

## 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
- **Product:** Stakeholder Management, Strategic Planning, Product Life-cycle Management, User Journey Mapping, Competitive Analysis

## PROFESSIONAL EXPERIENCE

### SP Jain Institute of Management & Research (SPJIMR)

*Data Analysis & Machine Learning Intern*

**Mumbai, India**

Aug 2022 - Jan 2024

- 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

*Product Research Intern*

**Mumbai, India**

Jan 2023 - Jul 2023

- 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

### Gratitude Connects

*Graduate Product Manager*

**New York, NY**

Feb 2024 - Present

- 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 first month 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

*Technology Consultant: Supply Chain Automation*

**Westborough, MA**

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

### Electrify Mobility: Enhancing Mobility & Independence

*Co-founder & Lead Project Manager*

**Mumbai, India**

Jun 2023 - Jul 2024

- 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

## LEADERSHIP EXPERIENCE & EXTRACURRICULARS

- **Mentor at Abhyudaya-SPJIMR:** Volunteered to mentor underprivileged school children, teaching subjects like Economics, Physics, Mathematics, and History to prepare them for national and state-level scholarship exams
- **Head of Public Relations at Rotaract Club of SPIT:** Led the social media team by driving content strategy and campaign execution efforts to expand engagement and overall outreach by 20%
- **Head of Marketing for SPIT-MUN Conference:** Led the marketing team driving promotional strategies across social media & offline channels, resulting in a 40% increase in participant registrations and closing sponsorship deal worth \$1000