

# Adam Zahir

adamzakhir@gmail.com | (607) 379-5230 | Ithaca, NY

## EDUCATION

### Cornell University

B.S. in Engineering

Ithaca, NY

Expected May 2028

- Cumulative GPA: 4.0 / 4.0

- Awards: Parsonson's Prize for Mathematics, CREST Award (UK Engineering STEM – Renewable Energy)

## PROFESSIONAL EXPERIENCE

### Boston Consulting Group

Case Team Assistant

Kuala Lumpur, Malaysia

Jul 2025 – Aug 2025

- Supported a national capital-markets strategy for Malaysia's financial regulator by analyzing 8 ASEAN markets, completing 5+ regulatory benchmarks, and conducting market sizing to inform long-term competitiveness
- Built 12+ internal and client-facing decks synthesizing diagnostic findings, strategic pathways, and market assessments for 20+ senior stakeholders, ensuring clear communication and alignment across the engagement team
- Drafted the project's 40-page public report, integrating research insights, interviews with 15+ industry participants, and team recommendations into an accessible deliverable for policymakers and capital-markets leaders

### Credor

Strategic Operations Intern

Kuala Lumpur, Malaysia

Jun 2025 – Jul 2025

- Conducted market analysis and identified new product opportunities for CTOS, a regional fintech portfolio company, working directly with the CEO of its Asia business unit to assess customer needs and positioning
- Explored strategic initiatives like integrating alternative credit scoring into national Zakat distribution for 2M+ recipients and evaluating partnership models for earned-wage access and broader financial-inclusion solutions

### SD Guthrie

Robotics & Product Development

Kuala Lumpur, Malaysia

Jul 2024 – Aug 2024

- Developed a Python script to extract and convert raw GPS data into QGIS-compatible formats, enabling accurate geospatial mapping and detailed visualization of drone flight paths for the robotics engineering team
- Compiled and labeled 100+ images of palm oil fruit bunches to expand the training dataset, contributing to improved drone-based object recognition and supporting early development of automated yield-estimation tools
- Conducted drone testing under dense tree canopies, diagnosing GPS drift and stability issues and identifying targeted performance improvements to strengthen navigation reliability and overall deployment accuracy

## LEADERSHIP EXPERIENCE

### Cornell Club Soccer

Member

Ithaca, NY

Aug 2025 – Present

- Represented Cornell in competitive club soccer, maintaining consistent participation in practices, matches, and team activities while demonstrating discipline, collaboration, and strong commitment to athletic development

### New Venture Competition

Team Lead

Boston, MA

Feb 2025 – May 2025

- Competitively selected to participate in a for-profit venture competition evaluating early-stage business concepts and assessing commercial feasibility across industries through structured, data-driven entrepreneurial analysis
- Led team to the semi-finals by developing the go-to-market strategy, conducting customer economics and pricing analysis, and managing a \$5,000 initial fund to test, refine, and validate the smart pill-bottle business model

### Innovation Fellowship Program

Fellow

Boston, MA

Oct 2025 – May 2025

- Selected for a competitive, entrepreneurial fellowship, collaborating with mentors to analyze business models, customer economics, and early-stage financing strategies while developing foundational venture-building skills
- Built and pitched a medical-delivery drone venture by creating the go-to-market strategy and preliminary financial assumptions, ultimately being recognized as the program's most actively engaged participant

## ADDITIONAL INFORMATION

**Languages & Skills:** English (Native), Bahasa (Native), Microsoft Office 365, Python

**Interests:** Running (marathon training), Gym, Soccer (Manchester United), Tennis