

RUSHIL SHARAN

rushil.sharan@gmail.com | 732.791.3048 | linkedin.com/in/rushil-sharan

INSIGHT-DRIVEN STRATEGIST | INFLUENTIAL STORYTELLER | COLLABORATIVE ENGINEER
CURIOUS LEARNER | CROSS-FUNCTIONAL TEAM CONTRIBUTOR | INNOVATIVE ENTREPRENEUR
Connecting products, people, and business through insights that drive measurable market impact.

EDUCATION

CORNELL UNIVERSITY | ITHACA, NY

Masters of Engineering degree in Mechanical Engineering, Expected December 2026

Relevant Coursework: Propulsion Aircraft & Rockets, Advanced Product Design, Entrepreneurship For Scientists & Engineers, Innovation & New Product Management, Customer Analytics & Strategy

Bachelor of Science degree in Mechanical Engineering, Expected May 2026

Relevant Coursework: Spaceflight Mechanics, Electric Vehicle Engineering, Wind Power Systems, Fluid Mechanics, Dynamics, Thermodynamics & Heat Transfer, Mechatronics, Data Science, Quantum Physics, Business Simulation, MATLAB Computing, Automotive Engineering

TRAINING & CERTIFICATION

Agile Project Management Certificate, University of Maryland

Leadership and Communication Certificate, Harvard University

Marketing Strategy Certificate, Babson College

EXPERIENCE

COLLINS AEROSPACE (FORMERLY RAYTHEON TECHNOLOGIES) | BURNSVILLE, MN

Product Management Intern, Avionics, U.S. Marketing, June 2025–August 2025

- **Introduced marketing channels for customers** by building Python scripts and a Power BI dashboard to analyze and present predictive data to airport operations leaders, strengthening FlightAware ForeSight® pursuits.
- **Presented accurate savings estimates to prospective Tier 1 commercial aviation customers** through Power BI-driven cost-benefit analyses (CBAs), reinforcing the value proposition and acting as the primary customer contact for the Ascentia® Repeaters & AOG GTM strategy.
- **Justified investment in customer acquisition special events** by building a Power BI dashboard integrated with Salesforce, delivering data-driven insights into growth opportunities for senior leadership.

Product Management Intern, Connected Aviation Solutions, Global Marketing, June 2024–August 2024

- **Revealed new cross-selling opportunities while providing better transparency into how airline clients were spending money** by visualizing Intelisight™ connectivity and flight data in Microsoft Power BI.
- **Supported go-to-market (GTM) strategies and product positioning** by developing a Python tool to analyze FlightAware Foresight®, FlightHub™, and GlobalConnect™ data across the fleet.
- **Delivered accurate savings estimates for prospective customers** by leveraging Power BI to conduct CBAs and strengthening the GTM strategy for Ascentia® Predictive Health & Maintenance solution.

Technical Sales Intern, Connected Aviation Solutions, Global Business Development, June 2023–August 2023

- **Improved data-driven sales strategies for new and existing clients** by leveraging Python and FlightAware AeroAPI® to analyze flight disruptions, generating insights that empowered business development teams.
- **Automated tracking of team performance** by developing a Power BI dashboard, streamlining analysis of engagement metrics, and global product focus to drive strategic sales decisions.
- **Strengthened collaboration and streamlined communication between Technical Sales and Product teams** by designing a customer feedback dashboard that delivered real-time insights to inform product development.
- **Identified market opportunities** by conducting a competitive landscape analysis of the predictive maintenance product, Ascentia.

ENTREPRENEURIAL EXPERIENCE

THE URSA MAJORS GROUP | HILLSBOROUGH, NJ

Founder & Chief Executive Officer (CEO), April 2020–Present

- **Designed and delivered biweekly virtual STEM classes for K–8 students (10–15 participants per session)** during the pandemic.
- **Established a cross-organizational mentorship program with local nonprofits**, including Young Women's Prep Network, connecting 50 high school students with 20 college mentors to expand STEM access and representation for women and underrepresented groups.
- **Created and delivered *Ursa Sparx*, a podcast, and *Ursa Cortex*, a blog series** inspiring youth to explore STEM education and careers through storytelling and accessible science communication.

SELECTED ENGINEERING PROJECTS

CORNELL UNIVERSITY UNMANNED AIR SYSTEMS | ITHACA, NY

Integration & Testing Operations Member, October 2022–Present

Contributed to aircraft development cycles from concept through competition by performing failure analyses on Artemis V2/V3 aircraft, applying CAD and materials principles, and integrating manufacturing innovations to improve reliability and performance.

- **Placed 4th globally out of 70+ teams at the annual SUAS Competition** by designing and building Atlas V2 aircraft flight surfaces that reduced weight by ~10% and extended range by 30°.

PROFESSIONAL ASSOCIATIONS

Society of Automotive Engineers (SAE)

TOOLS & TECHNOLOGY

Data Analysis & Visualization: Power BI, Excel, ROI/CBA Modeling

CRM & Marketing: Salesforce, Go-to-Market Strategy

Computer-Aided Design (CAD): SolidWorks, AutoCAD, Ansys

Programming & Engineering: Python, MATLAB

Collaboration & Communication: Microsoft Teams, Zoom, Slack, Mattermost

Productivity: Microsoft Office (PowerPoint, Outlook, Word, SharePoint), Google Workspace (Sheets, Slides, Gmail, Docs, Drive)

Graphic Design: Canva

Social Media: LinkedIn, Facebook, X, Instagram