

Niraj Patil

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Education

University of Illinois at Urbana-Champaign (UIUC), Champaign, IL

Aug 2025

Master's: Technology Management

GPA: 3.93/4.0

Relevant Coursework: Data Science, Big Data Infrastructure, Data Storytelling, Technology Strategy

University of Mumbai – Mumbai, India

Jul 2022

Bachelor's: Mechanical Engineering

Experience

Founder & Technical Lead - Zeno (getzeno.io), Chicago, IL

Jul 2025 – Present

- Built and launched AI-powered expense management SaaS from 0→1, achieving 90%+ accuracy and onboarding 200+ beta users within the first 3 months
- Led end-to-end product development across 5 sprints, reducing time-to-market by 40% through rapid prototyping and weekly user feedback loops with 50+ early adopters
- Architected full-stack platform (Python, PostgreSQL, AWS) engineered for 10K+ monthly projected transactions; gained validation from 50+ adopters to deliver a market-ready MVP for seed-funding

Strategy Consultant – Founder Institute (Internship Practicum)

May 2025 – Aug 2025

- Identified a \$5M+ revenue opportunity across 25+ institutional targets; delivered a strategic feasibility roadmap that prioritized 3 high-potential pilot programs for executive review within 60 days
- Uncovered an underserved \$10B academic R&D market segment, providing the data-driven justification to redefine competitive positioning against major industry players
- Engineered an automated financial model and evaluation framework for institutional partnerships, increasing assessment efficiency by 40% through streamlined data-driven workflows

Senior Consultant – FACES Consulting, UIUC, Champaign, IL

Aug 2024 – Jul 2025

- Drove 15% pilot adoption across 50+ users within 90-day trial by designing GTM strategy and tiered pricing model for 2 AI startups
- Unlocked \$8B+ market opportunity by analyzing 8 competitors; led founder to pivot GTM strategy and secure commitments from 5+ pilot partners within 60 days.
- Engineered a \$200K ARR revenue model featuring unit economics analysis to support seed fundraising; adopted as the firm-wide deliverable template now used across 10+ client engagements

Business Operations Consultant – Flora Pharmaceuticals, Mumbai, India

Nov 2023 – May 2024

- Reduced production downtime by 10% (\$20K annual savings) by designing real-time operational dashboards adopted across 3 departments within 50 days
- Cut reporting delays by 25% by leading cross-departmental process reengineering, ensuring continuous audit readiness for complex regulatory submissions and mitigating operational risks
- Established operational cadence (daily standups, workflow tracking) now used company-wide by 50+ employees, reducing project delivery delays by 20%

Leadership & Projects

Product Manager | (Saayam For All), San Francisco, Remote

Oct 2025 – Present

- Lead product strategy for GenAI disaster relief platform, defining requirements and KPIs across 4 engineering pods

Personalized Recommended Sys-LLM | AI/ML Product | [Live Demo](#)

2024

- Boosted pilot engagement by 20% by shipping recommendation engine with LLM-powered onboarding and explainable AI

AlphaForge ML Stock Predictor | Quantitative Research

2024

- Built ML model predicting next-day stock prices with <5% error rate using Random Forest & XGBoost on 2 years of data

AWS-Powered Airbnb Insights Platform | Data Engineering

2024

- Reduced manual analysis time by 80% by automating data pipeline for 10K+ listings using AWS Lambda, Glue, Athena & Tableau

Skills & Interests

Technical: Python, SQL, AWS, Excel, PowerPoint, Tableau, GenAI, Object Oriented Programming

Product: Roadmapping, MVP Design, RICE, GTM, A/B Testing, Stakeholder Mgmt, User Research

Certifications: IBM AI Product Manager, Agile