

Niraj Patil

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Education

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

Master's: Technology Management, Aug 2025 | GPA: **3.93/4.0**

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

University of Mumbai – Mumbai, India

Bachelor's: Mechanical Engineering | Jul 2022

Skills & Certifications

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

Technical: Python, SQL, Tableau, Pandas, AWS (EC2, S3, Lambda, Glue, Athena), Data Pipelines

Tools & Certs: Jira, Notion, Figma, GitHub | IBM AI Product Manager (2025), Agile (2024)

Experience

AI Product Strategy Consultant – Founder Institute (Internship Practicum) May 2025 – Aug 2025

- **Led competitive analysis and market research** to shape the go-to-market strategy for **AI partnerships**, positioning Founder Institute as a preferred partner for emerging AI accelerators
- **Designed a scalable partnership model** after identifying **25+ high-value opportunities** across higher education, healthcare, and government
- **Built a revenue model and projections** estimating **\$5M+** in institutional revenue from new AI specialization programs, and **delivered a multi-quarter implementation roadmap**

Product Strategy Consultant – FACES Consulting, Aug 2024 – Jul 2025, UIUC, Champaign, IL

- Partnered with two AI-driven startups (Cascade & DataPull) on **go-to-market and launch strategy**, driving **15% increase in pilot adoption** across 3 cross-functional teams (50+ users).
- Conducted stakeholder interviews and user research; delivered **RICE-prioritized product roadmaps** and MVP scopes that shaped founders' feature sets and onboarding process.
- Produced competitive benchmarks and actionable GTM reports in Notion, Tableau, and SQL, supporting **fundraising narratives and product demos for executive buy-in**.

Product Operations Manager – Flora Pharmaceuticals, Nov 2023 – May 2024, Mumbai, India

- Launched operational dashboards that **reduced downtime by 10%**, directly improving production KPIs and efficiency tracking.
- Standardized compliance workflows across 3 departments, **cutting reporting delays by 20%** and enabling faster root-cause analysis; introduced daily standups and workflow tracking to improve cross-team execution

Projects

Zeno (getzeno.io)-AI-Powered Expense Management SaaS • [\[Live Product\]](#)

- Built AI-powered fintech platform **0→1 as founder** (Flask/Python, PostgreSQL, AWS) with **90%+ accuracy**, real-time analytics, and automated reporting for **1,000+ users**
- Defined strategy, pricing, GTM plan and launched beta to validate product-market fit

Personalized RecSys-LLM: Real-Time, Explainable Recommendation Platform • [\[Live Demo\]](#)

- Shipped a cloud-based recommendation MVP with **LLM onboarding + explainable AI**, boosting pilot engagement by **20%**.
- Designed A/B testing & feedback loops; created dashboards to track **adoption and trust metrics**.

AWS-Powered Airbnb Insights Platform • [\[GitHub Repo\]](#)

- Automated pipeline for **10K+ listings** using AWS Lambda, Glue & Athena, reducing manual analysis time by **80%**.
- Designed Tableau dashboards enabling **pricing & occupancy optimization decisions** for property managers.

Leadership & Initiatives

Founder – ReadLight.net (EdTech MVP, 2022)

- Launched a blog-based MVP delivering **simplified book reviews and explainers**, publishing X+ **articles** during the pilot phase.
- Collected peer feedback and iterated on design, gaining experience in **MVP development, user engagement, and product iteration**.