

NIRAJ PATIL

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SUMMARY

Product-focused technologist with a unique blend of strategy, AI/data experience, and full-stack project execution. Master's student at UIUC (MSTM) with hands-on work in AI-driven systems, data automation, and consulting for early-stage startups with a passion for building tools that simplify decision-making, enhance user experiences, and bridge business with technology.

EDUCATION

University of Illinois at Urbana-Champaign

MS in Technology Management · Urbana-Champaign, IL · 2025 · 3.93/4.0

• Relevant Coursework: Data Science; Big data Infrastructure; Data Storytelling; Project Management; Technology Strategy

University of Mumbai

Bachelor's in Mechanical Engineering · Mumbai, India · Jul 2022 · 3.7/4.0

SKILLS

Product & Strategy: Agile/Scrum, Roadmapping, MVP Design, A/B Testing, OKRs, GTM Planning

Tools: Jira, Notion, Figma, Tableau, GitHub, Google Analytics

Technical: Python, SQL, Pandas, Scikit-learn, APIs, React (basic), Flask

Soft Skills: Storytelling, Stakeholder Communication, User Research, Critical Thinking

EXPERIENCE

Senior Consultant – Data & Strategy

FACES Consulting

Aug 2024 – Present, Champaign, IL

- Led product GTM efforts for two AI startups (Cascade & DataPull), driving user adoption strategy and feature prioritization.
- Delivered stakeholder interview insights, RICE roadmaps, and market positioning reports using Notion and Tableau.
- Translated product feedback loops into sprint plans that supported a 15% pilot adoption increase across 3 teams / 50 users.

Operations Manager – Analytics & Insights

Flora Drugs & Pharmaceuticals

Nov 2023 – May 2024, Mumbai, India

- Launched operational dashboards to monitor plant efficiency, reducing downtime by 10%.
- Standardized data collection processes across compliance and inventory for clearer insight handoffs.
- Introduced agile daily standups and Trello-based tracking, improving team execution velocity.

Product Intern – Process Analytics

Scottish Chemicals Industries

Sep 2022 – Mar 2023, Mumbai, India

- Created digital dashboards and maintenance schedules that improved throughput by 5%.
- Worked with senior PMs to prototype internal tools for production tracking using Excel and early digital forms.
- Supported weekly operations meetings with performance insights to inform sprint backlog planning.

PROJECT

AWS-Powered Airbnb Insights Platform

Built a cloud-native analytics and pricing engine for Airbnb listings using AWS.

- Automated data pipeline with Lambda, Glue, and Athena; enabled daily insights on prices, ratings, and availability.
- Developed a price prediction model (scikit-learn on EMR) and exposed insights via Tableau dashboards.

InsiderIntel – SEC Trade Behavior Tool

github.com/Nstar9/insider-intel

- Built a Python-based research tool to analyze insider trading behavior from Form 4 SEC filings.
- Scraped and standardized 1,000+ insider trades; calculated post-trade returns to flag potential alpha signals.
- Currently integrating anomaly detection and real-time alert logic to simulate quant strategy workflows.

Pixar Emotion & Box Office Correlation

Led data storytelling analysis to decode why certain Pixar films outperform others.

- Created interactive Tableau dashboards linking emotional themes, character arcs, and release strategies with box office performance using Python and SQL for data preprocessing.
- Uncovered emotional resonance as a statistically significant driver of long-term audience loyalty and profitability.

Cascade & DataPull GTM Strategy – FACES Consulting

Led product-market fit efforts for two UIUC-affiliated AI startups — Cascade (genAI) and DataPull (data integration platform).

- Conducted competitor benchmarking, market entry analysis, and stakeholder interviews using Notion and SQL to validate customer needs.

- Delivered feature prioritization maps, customer personas, and GTM plans using Tableau and PM frameworks like RICE and Lean Canvas.

Reservation Conflict Resolution via Game Theory (GMCR)

Applied stakeholder modeling to analyze India's Gujar ST conflict.

- Mapped 6 stakeholder strategies across 14 outcomes using GMCR II to simulate multi-party decision dynamics.
- Identified a Nash-stable and politically viable resolution scenario, demonstrating how behavioral game theory can guide real-world policy negotiations.

Federated Healthcare Recommendation System

github.com/Nstar9/Federated-Healthcare-Recommendation-System

- Built an AI-driven recommendation tool using federated learning and privacy layers.
- Delivered >80% accuracy while preserving data security; framework adaptable for edtech or finance.

INVOLVEMENT

LEADERSHIP & INITIATIVES

University of Illinois Urbana-Champaign | University of Mumbai | FACES Consulting | Teach For India • May 2018 – May 2025

- **Founded ReadLight.net**, an edtech initiative delivering simplified book reviews and academic concept explainers through storytelling formats; Applied behavioral design and UX testing to shape user experience during pilot phase.
- **Organized** Innovation Week at University of Mumbai; hosted **5+** entrepreneurial workshops and secured 3+ sponsor deals
- Led digital literacy bootcamps for **100+** underserved youth in partnership with Teach For India and local community centers
- Awarded “**Best Engineering Project**” at University of Mumbai for work r during final-year capstone presentation