

# RAYYAN DARUGAR

Los Angeles, California | +1 (858) 776-2102 | [rdarugar@usc.edu](mailto:rdarugar@usc.edu) | [linkedin.com/in/rayyandarugar](https://linkedin.com/in/rayyandarugar)

## EDUCATION

### World Bachelor In Business

Elite global academic program earning three degrees from three top business institutions

Expected May 2028

GPA: 4.0

University of Southern California, Bachelor of Science in Business Administration

Los Angeles

Hong Kong University of Science and Technology, Bachelor of Business Administration

Hong Kong

Bocconi University, Bachelor of Science in Business

Milan

Honors: WBB Academic Merit Scholar, National Merit Scholar

Relevant Coursework: Financial Accounting, Business Calculus, International Commerce, Economics, Marketing

## EXPERIENCE

### TroyLabs

Los Angeles, California

Head of Ignite | Product Manager

September 2025 – Present

- Founded member accelerator program, educating 25+ students on Product Management, Tech, Finance, Marketing, and Design
- Led team of 6 to win \$500 at LAUNCH Pitch Competition: Second Place Overall and Audience Choice Award
- Developed GTM strategy for Midweek Mixers, solidifying 3 Letters of Intent from BevMo, Total Wine, and Walmart
- Organized 400+ User Interviews, defined 3 User-Segments, and created branding, bottle design, and packaging in Figma

### Hemut (YC X25)

Los Angeles, California

Student Business Analyst | Venture Capital Team

August 2025 – Present

- Managing Outbound Sales team on Linear to run 100 cold calls weekly, generating Deals-in-Progress worth ~\$104,000
- Producing intensive competitor research reports on 15+ Fuel Card Carriers and TMS Software Leaders
- Set up QuickBooks Accounting Software to manage financial reporting for 5 Truck Fleet - Kismet

### USC Business Technology Group (BTG)

Los Angeles, California

Senior Innovation Consultant - Adobe

September 2025 – Present

- Conducting ~ 15 User Interviews to analyze key pain points for users of Adobe Photoshop Mobile application
- Prototyping redesigns of feature nesting and tool names in Figma to ease onboarding for 3 main user segments
- Building PowerPoint Slides Decks to effectively communicate with Adobe stakeholders and manage client relations

## LEADERSHIP AND INVOLVEMENT

### California DECA

San Diego, California

President of Southern California

November 2022 – April 2025

- Built first-ever Southern California District Action Team impacting 2000+ SoCal DECA members
- Designed campaign recognizing 500+ California DECA members at the International Career Development Conference
- Awarded DECA Western Region Member of the Month for organizational innovation and program development

### Team Optix Robotics

San Diego, California

Vice President of Business

September 2021 – April 2025

- Managed 14-person team to cold-call, cold-email, and lead 30+ meetings with company executives, raising ~ \$60,000
- Developed relationships with Apple, Qualcomm, NASA, etc., sending team to FRC World Championships for the 1<sup>st</sup> time
- Reached 1000+ followers on club Instagram, multiplying impressions by 18X (3000 views to 56,000+)

### Del Norte High School Student Government

San Diego, California

Senior Class President and Videography Executive

March 2022 – June 2025

- Coordinated Senior Float-Building for Class of 2025, increasing attendance by 25% and becoming 2X Class Champions
- Managed \$20,000 budget acquiring vendors, decorations, and activities for 650 students in the Del Norte Senior Picnic
- Designed videos, posts, and flyers utilizing Adobe Suite products for events such as Senior Sunrise and Sunset

## SKILLS

- Proficient in Microsoft Suite, Adobe Suite, Canva, Final Cut Pro, Python, Linear, HubSpot, Policy Writing, Event Planning

## INTERESTS

- Boxing, Jiu-Jitsu, Soccer, Volleyball | Sports Videography, Portrait Photography | Surfing & Boogie Boarding | Cooking