# VIVAAN KAUSHIK

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## EDUCATION

**Carnegie Mellon University**  **Pittsburgh, PA**
*Master of Science in Engineering Management & Artificial Intelligence (AIE-ETIM)* | **GPA: 4.0/4.0**  *Dec. 2026*
**Vellore Institute of Technology, Vellore**  **Vellore, India**
*Bachelor of Technology in Computer Science Engineering* | **CGPA: 9.23/10**  *May 2025*
- **Top 2% amongst the graduating class**

## WORK EXPERIENCE

*Voll Sante (Startup - Food manufacturer and supplier)* | *Product Strategy Intern*  **Mumbai, India**
*Summary* - Led go-to-market strategy for new wellness product lines, driving measurable B2B growth.  *June. 2025 – Aug. 2025*
- Orchestrated GTM strategy across two new wellness verticals, generating **15+ qualified B2B leads** (intern benchmark: ~6–7 leads) and accelerating market entry.
- Spearheaded **3 co-branded digital campaigns** with design & analytics teams, boosting **lead-to-conversion by 30%**.
- Analyzed pricing and competitive positioning across **10+ market players**, driving supply-chain and pricing decisions that unlocked scalable enterprise onboarding and stronger unit economics.

*Ernst & Young (EY)* | *Product Management Intern (Gen AI)*  **Mumbai, India**
*Summary* - Owned delivery and adoption of a GenAI-powered procurement automation product, driving measurable efficiency gains across enterprise teams.  *Jan. 2025 – June. 2025*
- Managed cross-functional delivery of a **GenAI procurement automation product**, reducing manual effort by 40% across **three procurement functions**.
- Embedded real-time analytics into enterprise dashboards, cutting decision turnaround by 25% for procurement teams.
- Led PRDs and sprint planning across **6+ sprints**, aligning **5+ stakeholders** for on-time delivery.
- Presented a 3-phase adoption roadmap to executive leadership, securing deployment approval across **3 business units**.

*Franklin Templeton (Global investment management firm)* | *Information Security Intern*  **Mumbai, India**
*Summary* - Strengthened enterprise phishing detection and audit readiness by driving measurable improvements in security model performance and risk governance.  *May. 2024 – June. 2024*
- Led enhancement of phishing-detection models, **improving accuracy +18%** and ensuring regulatory audit compliance.
- **Coordinated delivery across 2 cross-functional groups** (cybersecurity engineering and governance), ensuring **on-schedule release** of security enhancements.
- Developed and proposed a risk-mitigation framework **adopted into annual audit strategy** (<7% intern benchmark).

*Tata Elxsi* **(Global design and technology services company)** | *AI Product Intern*  **Bangalore, India**
Summary - Owned delivery of an AI-powered speech transcription product.  *Aug. 2023 – Sept. 2023*
- Owned development & deployment of a **Whisper-powered speech transcription system**, reducing compliance pipeline delays by **25%**.
- Drove sprint planning and prioritization across **3+ sprints**, aligning engineering execution with accessibility needs.
- **Proposed edge-inference deployment** enabling transcription across **5+ low-bandwidth use cases**.

*Tata Capital* **(Financial services company)** | *Cybersecurity Research Intern*  **Mumbai, India**
*Summary - Developed security research and classification frameworks informing audit planning.*  *April. 2022 – May. 2022*
- Designed a root-cause incident classification framework improving reporting accuracy and resolution prioritization.
- Authored emerging fintech security trends report informing 2022-23 internal audit risk planning.

## PROJECTS

**Machine Learning Intrusion Detection System** | IEEE UPCON 2024 | *Python, ML, Feature Selection* | [LINK]  *Sept. 2024*
- **Built a cybersecurity system that accurately identified malicious activity**, leading to a peer-reviewed publication and presentation at an international IEEE conference

**STD Prediction with Machine Learning** | *Python, SciKit-Learn, TensorFlow* | [LINK]  *Jan. 2024*
- **Developed a data-driven screening tool** that identified key health risk patterns, supporting earlier and more informed medical decision-making.

**LSTM-based Weather Forecasting** | *Python, TensorFlow*  *Feb. 2023*
- **Created a forecasting model that improved short-term weather predictions**, enabling more reliable planning for logistics and operations.

## SKILLS & LEADERSHIP

- **Product & PM Skills:** Roadmap Development, Requirements Gathering, Stakeholder Management, Market Research, Customer Discovery, GTM Strategy, Agile/Scrum, Performance Optimization
- **Technical Skills:** Python, SQL, Tableau, Excel, MATLAB, Wireshark, Java, R, LSTM, CNN
- **Leadership & Impact:** Coordinated medical camps serving 300+ patients; Organized tech fests & innovation events (IEEE & Robotics Club), and led community outreach through NGO Anokha.