

Abhijay Agarwal

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EDUCATION

University of Pennsylvania, Jerome Fisher Program in Management & Technology Philadelphia, PA
The Wharton School | *Bachelor of Science (B.S.) in Economics* May 2026

School of Engineering and Applied Science | *Bachelor of Applied Science (B.A.S.) in Computer Science*

Cumulative GPA: 3.80/4.0

Relevant Coursework: Big Data Analytics; Database and Information Systems; Software Design/Engineering; Data Structures & Algorithms; Management of Technology; AI, Business and Society; Probability & Statistics

Clubs & Activities: Python for Data Science (Teaching Assistant), DiversaTech (Product Manager & Software Engineer), Zeta Beta Tau Fraternity (President), Penn Padel Club

United World College South East Asia (Dover Campus) Singapore, Singapore
International Baccalaureate: 50/52, ACT: 35/36, SAT II Math: 800/800; SAT II Physics, 800/800 May 2020

PROFESSIONAL EXPERIENCE

Boston Consulting Group San Francisco, CA
Summer Associate June 2025 – Aug 2025

- Worked with a \$100B+ B2B SaaS client to create new pricing and packaging structures towards goal of \$10B ARR
- Analyzed ~1M row client datasets in Python with pandas and matplotlib to diagnose and display inefficient discounting practices, identify opportunity areas for ARR lift, and assess revenue impact of newly proposed product bundles
- Interfaced directly with client-side VP+ level stakeholders to understand goals, communicate vision, and present results
- Received offer to return for full-time employment at the conclusion of internship

Shades San Francisco, CA
Software Engineering Intern May 2024 – Aug 2024

- Developed in-house tool for news startup Shades using React and TypeScript with Firebase backend to automate batching of news articles through unsupervised learning and NLP techniques, decreasing time-to-publish by ~10x
- Worked directly with CPO, Head of Engineering, and content team to understand current challenges, develop and implement solution, track delivery speed metrics, and iterate on product with user feedback
- Built Chrome extension that alerts users when current page content matches Shades articles, increasing user engagement

PROJECTS & ACTIVITIES

Civic
Product Manager & Software Engineer Sep 2024 – Dec 2024

- Led a team of ~10 undergraduate students to develop MVP for AI-enabled constituent management system startup Civic
- Developed webapp in React and TypeScript with AWS EC2 instance backend to manage email ingestion and batching logic, with frontend displaying emails and providing visual insights into key constituent issues
- Collaborated directly with CEO and congressional representatives to understand pain points and formulate unique solutions

Management & Technology Investment Fund Philadelphia, PA
Technical Consultant Aug 2023 – Present

- Work with fund investment targets to understand their business operations, identify problems, and develop solutions
- Developed a webapp for MedTech startup Flagler Health to track post-procedure user behavior using anonymized patient data and identify common churn patterns, leading to an increase in D30 retention

YelpBnB
Personal Project Jan 2023 – May 2023

- Published webapp allowing users to find AirBnB properties based on nearby Yelp businesses and vice-versa
- Performed data preprocessing and preparation on 5 databases of 500K+ rows, wrote SQL queries to draw insights from joins across databases, and created REST API in Express to allow React frontend to display results of user searches
- Optimized SQL queries with relational algebra, reducing time spent on query execution by ~150%

SKILLS AND INTERESTS

Technical Skills: Python, TypeScript, React, SQL, Firebase, AWS EC2, PowerPoint

Interests: Padel, Tennis, the NYT Crossword, Electric Guitar, Golf