Aditya Nimbalkar

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EDUCATION

University of Michigan - Ann Arbor, MI   **Graduation: Dec 2025**
B.S. Urban Technology + Computer Science
- Part of the second ever cohort of the Urban Technology Program at **Taubman College**
- **Campus Involvements:** URB Consulting (Founder & President), Urban Tech Student Organization (Co-Founder), Product Motion (VP Internal) MProduct (Product Management Club), Indian American Student Association, Intramural Basketball

WORK EXPERIENCE

Incoming Technical Product Manager Intern   **Redmond, WA** |Summer 2025
Microsoft
- Azure - Cloud Operations + Innovation

Associate Product Manager Intern   **Redwood City, CA** | Summer 2024
Abodu (Series A startup that provides prefabricated backyard homes to consumers & enterprise builders)
- Identified 9 internal & customer pain points within pre-contract stage of customer journey through stakeholder interviews, created PRD for 0-1 MVP in customer facing app & augmented reality visualization tool powered by generative AI, cutting costs by ~$20k
- Designed agile product roadmap in Jira, collaborating with 7 platform engineers & designers to build a tool that improved lead prioritization, reducing manual sorting time by ~90% & launching targeted outreach to 2000 new potential B2B customers
- Automated ~50% of internal processes using Python to create a custom Postgres database for the Abodu app, integrating large real estate data, on-demand APIs, city codes, & geospatial attribute data, increasing precision for project cost estimates by ~10%
- Deployed AR visualization tool, which eliminated early customer objections, boosting monthly signed contracts by ~25%
- Introduced contract in app feature (Congasign CLM), onboarding customers in app earlier in lifecycle, reduced drop-off by ~15%
- A/B tested new features, total experience resulted in ~$3M revenue increase & ~15% increase in customer conversion

Founder & President   **Ann Arbor, MI** |2024 - Present
URB Consulting
- Founded & scaled UMich's only urban tech consulting org to 50+ members (<10% accepted) & 10+ clients, empowering students
- Led a 8 person executive board across client ops, recruitment, marketing, internal affairs, external affairs, finances ($20K budget), & prof dev—boosted member engagement to ~90% & created 20+ leadership roles for students
- Launched the university's inaugural urban tech case competition, industry panels, & professional treks to NYC, Chicago, & Detroit—building long lasting connections for 250+ students with leading technology companies
- Defined long-term vision & built semesterly strategy plans to ensure sustainability—maintaining ~95% member retention

Strategic Consultant   **Ann Arbor, MI** |2023 – 2024
Taubman College of Architecture & Urban Planning
- Spearheaded initiative aimed to increase the number of applications & enrollment rate to the urban technology degree program, enhanced the experience of pre-matriculated students through improving engagement & access to info/resources
- Hosted 100+ hours of in person tours & virtual workshops for admitted students to increase interactions with program
- Increased program's enrollment by ~20% from the previous year & ~50% increase in program inquiries for upcoming year

Sales Development Representative   **San Jose, CA** |Fall 2022
Bluegreen Vacations
- Drove 5 figure sales by actively engaging potential customers & pitching exclusive vacation packages all over the world
- Cold approached & initiated 300+ conversations in person, selling over $25,000 in revenue (90+ packages) within just 4 weeks
- Consistently achieved ~30% conversion rate from initial contact to closed sales, doubling the team average of ~15%

Founder   **San Jose, CA** |2021 – 2022
E-commerce Store (Dropshipping)
- Founded Shopify store, dropshipping Avengers merchandise, achieving high customer satisfaction of 4.8/5 overall rating
- Oversaw supply chain & operations to ensure ~95% on time deliveries, built 6+ relationships with manufacturers overseas

ADDITIONAL
- **Programming Languages:** Python, C++, React, NextJS, SQL, Java
- **Software Tools:** Figma, Jira, Miro, Tableau, Asana, Adobe Suite, Microsoft/Google Suite, Salesforce, Google Cloud, ChatGPT
- **PM Skills:** Agile Methodologies, Product Roadmaps, User Stories, Customer Needs, Lifecycle Management, Go-to-Market
- **About Me:** Guitar Player, Basketball Player, Neuroscience/Psychology Reader, Real Estate & Construction Tech Fanatic