Arjun Suri

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Education

University of Michigan — Ann Arbor, Michigan
B.S.E. Industrial and Operations Engineering, Minor in Computer Science — Expected December 2026

Professional Experience

Strategic Consultant — San Francisco, CA
Drone Deploy (Contract) — Jan 2025 - Present
- Analyzing platform scalability and technical feasibility for adapting autonomous drone mapping software to small-scale construction and agriculture tech markets, creating business model frameworks to evaluate system re-usability.
- Partnering with analysts and engineers to conduct stakeholder interviews, detailed policy research, customer surveying, and market analysis identifying gaps and translating user requirements into product specs and system-level insights.
- Developing technical pitch decks to internal product and client teams, synthesizing market research, product architecture, and user needs into actionable roadmaps, equpping client teams with successful customer acquisition tools.

Sales Data Analytics Intern — San Diego, CA
Qualcomm — May 2024 - Aug 2024
- Created Power BI Dashboards to track 30+ key performance metrics, using data driven approaches to create cohesive benchmark reports for Qualcomm, enhancing sales strategy, strategic positioning and product development decisions.
- Facilitated over $30,000 in sales of Microsoft Copilot+PCs within San Diego's big-box retail stores, exceeding sales targets by 20% during a three-month campaign and minimizing the product return rate to less than 5% within stores.
- Designed and led comprehensive technical product training sessions for employees, equipping them with necessary product knowledge and sales strategies to increase sales conversions by 15% in a dynamic fast-paced environment.

Project Management Intern — San Diego, CA
San Diego County — Aug 2023 - Jan 2024
- Developed and implemented Power BI dashboards and optimized Microsoft Lists databases to streamline project tracking, improve data visualization and leveraged data insights to secure 5.5 million dollars in grant funding.
- Coordinated case management for 100+ clients and conducted 150+ needs-based assessments, ensuring efficient allocation of resources and strategic pretrial case positioning, which contributed to a 30% improvement outcome

CEO and Founder — San Diego, CA
Ethnic Touch — Jan 2022 - Aug 2023
- Founded and led an e-commerce platform connecting local cultural businesses with global audiences, defining project goals, deadlines, and milestones while driving cross-functional collaboration in a fast-paced, self guided start-up.
- Managed team of students to present slide deck and strategic plans at the TiE Silicon Valley entrepreneurship competition, leveraging data storytelling and reporting to deliver actionable insights securing initial round seed funding.

Research

Artificial Intelligence Research Assistant — Ann Arbor, MI
University of Michigan — Feb 2024 - Oct 2024
- Conducted a study with the Urban Technology Program to analyze the impact of AI on local government, examining 14 municipal AI policies, tracking 50+ keywords conducting sentiment analysis utilizing natural language processing.
- Managed a team of three student researchers, holding weekly scrum meetings over a 36 week period, following Agile methodology, ensuring 40+ key action items would be delivered for MetroLab's Generative AI Task Force Conference.
- Developed an interactive web-based map visualizing AI policy adoption incorporating JSON API-based web scraping.

Additional

- **Skills:** C++ (ML/NLP), Python(OpenCV, IBM Watson Cloud AI), R, Java, SQL, Jira, Salesforce, AI Prompt Engineering
- **Awards and Activities:** Dean's List, 1st Place San Diego Coder Fair, 1st Place San Diego Science and Engineering Fair
- **Activities:** URB Consulting Project Manager (Urban Solutions Consultiung Club), Michigan Mock Trial, Institute of Industrial and Systems Engineers UM Chapter, Product Motion (PM oriented learning community), Indian American Student Association Community Service Chair, Kappa Omega Alpha Professional Fraternity, 30+ Publications