

# ARJUN SURI

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## EDUCATION

### University of Michigan

Expected December 2026

B.S.E. Industrial and Operations Engineering, Minor in Computer Science

GPA: 3.75

- **Activities:** URB Consulting Analyst, Michigan Mock Trial, Institute of Industrial and Systems Engineers, Product Motion, Indian Student Association Community Service Chair, Kappa Omega Alpha Professional Fraternity

## 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 10 stakeholder interviews, policy research, 100+ customer surveys, and market analysis identifying gaps and translating user requirements into product specs and system-level insights
- Built and presented technical pitch decks synthesizing market research, product architecture, and user needs into actionable roadmaps guiding strategic adoption for internal client and product teams projecting 25% revenue growth.

### Artificial Intelligence Research Assistant

Ann Arbor, MI

University of Michigan

Feb 2024 - Oct 2024

- Conducted a study with Urban Technology Program to analyze impact of AI in policy, developing interactive maps powered by JSON web scraping, tracking 50+ keywords utilizing natural language processing and sentiment analysis
- 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

### Sales Data Analytics Intern

San Diego, CA

Qualcomm

May 2024 - Aug 2024

- Created Power BI Dashboards tracking 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 product training sessions for retail employees, equipping them with product specifications and customer pipeline strategies increasing 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, contributing to 30% reduction in jail-time outcomes

### 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 \$1,000 seed funding

## ADDITIONAL

- **Skills:** C++ (ML/NLP), Python (Pandas, IBM Watson Cloud AI, OpenCV), R (Rpubs), SQL, Java, Power BI, Agile Management, Jira, Microsoft Office Certification, Salesforce Certification, AI Prompt Engineering Certification,
- **Awards:** Dean's List, 1st Place San Diego Coder Fair, 1st Place San Diego Engineering Fair, 4x HS Debate Nationals
- **Languages & Publications:** Hindi, Punjabi, Spanish, English (30+ publications for Scholastic and local newspapers)
- **Interests:** Racquetball/Squash, Jeopardy, Formula 1, Car-spotting, Beach Conservation, Brain Teasers, Gin Rummy