

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