

# A VIRAL AGARWAL

avirala99@gmail.com • (978) 941-7617 • aviralagarwal.vercel.app • linkedin.com/in/aviralagarwal05

## EDUCATION

The University of Texas at Austin	BBA, Canfield Business Honors, Management Information Systems Minors: Business Analytics, Entrepreneurship   SAT: 1530/1600	May 2027
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**Technical Skills:** Python, SQL, R Studio, C#, Tableau, Power BI, Snowflake, MongoDB, AWS (RDS), Figma, Jira, Microsoft Office

## EXPERIENCE

Boston Consulting Group – Incoming Summer Associate; Seattle, WA	June 2026 – August 2026
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**ServiceNow – Product Manager Intern;** Santa Clara, CA

May 2025 – August 2025

*Developed AI-powered data migration tool with HCL to help enterprises capture and move CRM data from Salesforce to ServiceNow*

- Analyzed Salesforce CRM pain points and estimated **TAM** for data migration as ~\$150M from interviews with 25+ **B2B** customers
- Delivered 30-page **product review** (GTM, solution architecture, pricing) to 15 sales representatives, accelerating launch by **4 weeks**
- Evaluated 120+ Genpact-linked deals across 5K-row pipeline dataset in Excel, projecting **\$20.7M** in revenue to support partnerships

**Worksmith – Product Strategy Intern;** Austin, TX

May 2024 – July 2024

*B2B software company generating \$5M+ in yearly revenue that connects commercial property managers with local service providers*

- Led **due diligence** for first acquisition in company history, evaluating 200+ startups in retail software and recommending 15 to CEO
- Created 6-month **product roadmap** for uniform ordering platform serving 50K+ **customer-facing** employees of Fortune 500 airline
- Wrote **10-page PRD** for product helping solopreneurs launch services and interviewed 30 trade school leaders for market validation

**Shell – Product Manager Intern;** Austin, TX

February 2024 – May 2024

*Drove EV charging network growth strategy for Shell E-Mobility, advising General Manager on market analysis and mobile rewards*

- Built interactive **Power BI** dashboard assessing competitive landscape and density of 18K+ EV charging stations across TX and CA
- A/B tested **Figma prototypes** via Google Forms with 50+ EV consumers to compare rewards incentives and inform design selection

## LEADERSHIP AND ACTIVITIES

Texas Events CoSponsorship Board – President, Advisor; Austin, TX	February 2024 – August 2025
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*Led UT Austin's premier event sponsorship platform, delivering \$71K in annual funding across 50+ student organizations on campus*

- Managed weekly outreach, pitch scheduling, and feedback forms via Microsoft Bookings and **Qualtrics**, achieving **90%** satisfaction
- Interviewed 25+ candidates to appoint four board directors and boost weekly general membership to 12, resulting in **3x YoY** growth
- Increased number of applications and events funded by 25% through targeted **outreach** campaign, enabling **100%** budget utilization

**Texas Convergent (Startup Pitch Competition) – Product Lead;** Austin, TX

August 2024 – December 2024

- Led cross-functional teams (engineering, design) to launch **MVP** rewarding users to visit city attractions, placing **3<sup>rd</sup>** out of 18 teams
- Designed and demoed 3 core MVP features: interactive location map, points system, and leaderboard, informed by **80+ user** surveys

**Product at Texas – Mentor, Fellow;** Austin, TX

February 2025 – Present

*1 of 20 mentors building curriculum for SWE and APM recruiting while connecting fellows with UT's thriving tech and VC ecosystem*

**Substack – Writer & Publisher;** Austin, TX

December 2025 – Present

*Published [X] long-form essays on AI, tech, and entertainment strategy reaching [X]+ subscribers, [X]+ views, and [X]% open rates*

## EXTERNAL PROJECTS

Loman AI – Product Manager Extern; Austin, TX	August 2025 – December 2025
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*Seed-stage voice AI startup (\$3.5M raised) helping restaurants automate customer orders, reservations, and FAQs to boost efficiency*

- Analyzed **churn** drivers across 339 AI agents using call logs and POS data, identifying 2 leading indicators of declining user activity
- Recommended 6 initiatives in **20-page** report presented to CEO, addressing onboarding and support gaps across **3 POS** integrations
- Identified **statistically significant** gap between live and churned agents at 22.1 vs. 13.1 daily calls and 0.89 vs. 1.0-minute durations

**Mobile Loaves and Fishes – Strategy Extern;** Austin, TX

August 2024 – April 2025

*Nonprofit building and operating Community First Village (CFV), a permanent community housing model supporting 400+ residents*

- Built **Excel** model quantifying funding, costs, and sustainability tradeoffs, projecting **\$627.52** per unit cost with **1.06-year** breakeven
- Calculated **\$1.7M** annual taxpayer **cost savings** from CFV based on Austin homelessness spend, creating grant-ready **ROI** narrative
- Created **12-criteria** framework to match MLF with funders of similar NGOs, prioritizing 10 foundations with **\$2M+** in grant capital

**Mercor – Expert Project Manager;** Austin, TX

August 2025 – Present

*Partnered with leading AI lab clients to help domain experts create 500+ weekly tasks to test and compare LLM performance at scale*

## ADDITIONAL INFORMATION

**Honors:** LYB Scholars Program (**\$10,000 merit-based scholarship** from LyondellBasell Industries for future leaders and innovators)

**Interests:** Exact Release Dates of Films Since 2010, Boston Celtics, Drone Videography, Color Grading, Box Office Mojo, Ping Pong