

# AVIRAL AGARWAL

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## EDUCATION

**The University of Texas at Austin** BBA, Canfield Business Honors, Management Information Systems May 2027  
Minors: Business Analytics, Entrepreneurship | SAT: 1530/1600 |  
**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

**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  
*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  
*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