

Griffin Arkilic

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EXPERIENCE

2022 - Present

Booz Allen Hamilton | Technology Scout | Los Angeles, CA

Associate (2024 - Present)

- Led a team of 3 to build and implement a net-new AI tech scouting process using modern AI tools and processes. We were able to reduce deliverable timelines by 100%
- Built and developed a sentiment analysis algorithm and digital twin that was used by the Booz Allen executive team to make firmwide investment decisions.
- Created scalable AI and digital products for clients enabling Booz Allen to expand its product offerings for our clients.

Senior Consultant (2022-2024)

- Consulted with international clients to align advanced technological recommendations with strategic mission goals, earning recognition for delivering practical, cutting-edge solutions.
- Integrated complex AI technologies into government architectures by collaborating directly with stakeholders to identify mission-critical needs, ensuring solutions were both scalable and secure.
- Delivered a \$1M cost-saving recommendation for a cybersecurity client by synthesizing extensive technical research into actionable insights.
- Built a high-performing lead generation pipeline by leveraging a network of industry contacts and employing AI-driven tools, uncovering over 200 investment opportunities and enabling in-depth analysis of 10+ promising companies.

2019 - 2022

FitLab (Acquired previous company Fitplan) | Product Manager | Oakland, CA

FitLab | Product Manager (2021-2022)

- Orchestrated a team of designers, engineers, and fitness experts by leveraging agile principles, enabling continuous delivery of updates and new products tailored to user feedback.
- Validated the MVP for "FightLab" by conducting direct outreach to fitness influencers and gathering early adopters, resulting in \$15,000 in pre-purchases and critical market insights.

Fitplan | Product Manager (2019-2020)

- Managed a high-functioning team of engineers and UI/UX designers, working through product iterations, leading to \$8M in sales and a 62% boost in retention within one year.
- Navigated the Over-the-top (OTT) market opportunity by conducting user research and aligning executive priorities, culminating in the launch of the Fitplan app on Samsung TV with over 4M downloads to date.
- Raised a successful \$4.5M Series A fundraising round by crafting compelling narratives and metrics in collaboration with the executive team, ensuring alignment with investor expectations.

- Elevated Fitplan's app store ratings from 4.2 to 4.8 stars by designing review feedback loops that encouraged user engagement and prioritized customer concerns, propelling the app into the 'Top 100 Health and Fitness' category on the iOS App Store.

2017 - 2019

Research Made | Co-founder | San Luis Obispo, CA

- Built an engineering team to create and launch the initial versions of the Research Made platform, addressing technical and design challenges associated with pioneering a brand-new software solution.
- Introduced and implemented scrum software development practices over a 14-month period, fostering team collaboration and iterative progress that culminated in a functional beta utilized by early adopters for real-world feedback.
- Led a team of web developers over three months, guiding the construction of the Research Made beta using HTML5, CSS, JavaScript, and AWS. Focused on leveraging technical expertise and team strengths to deliver a reliable and scalable prototype on schedule.

2016 - 2017

FirststepForward | Founder | San Luis Obispo, CA

- Secured a seed funding round from a local venture capital firm by pitching a compelling vision for the Firststepforward platform, leveraging market research, user data, and a strategic roadmap to build investor confidence and align funding with long-term growth objectives.
- Designed high-fidelity prototypes and detailed user stories for the entire Firststepforward application.
- Directed a 12-month app development process with a team of engineers to build the Firststepforward iOS app using Swift, ensuring adherence to Apple's stringent development standards and delivering a polished, user-friendly product.

TOOLS & TECHNOLOGIES

Languages/Technologies: HTML, CSS, Javascript, SQL, Git, C#, Typescript

Frameworks/Libraries: Bootstrap, Tailwind, React, React Native, Unity, Next.JS

AI: Develop AI bots, automations, and solutions utilizing modern AI frameworks and tooling

PROJECTS

[KookCast](#): Designed and built a full-stack AI-powered surf coaching platform for beginner surfers in the Los Angeles area. Leveraging React, OpenAI, and real-time tide and weather APIs, the app intelligently recommends optimal surf times and locations tailored to user skill levels.

[AI Technology Scout](#): Engineered a research platform that enables users to extract and compare the strengths of leading LLMs, streamlining the creation of comprehensive technology evaluations.

EDUCATION

Cal Poly, San Luis Obispo | Bachelor of Science in Kinesiology, Minor in Entrepreneurship