

Kabir Jain

805-813-4760 | kabirjain02@gmail.com | <https://www.linkedin.com/in/kabirjain1/>

Education

University of California, Berkeley

Bachelor of Science in Business Administration (concentration in global management)

Minor in Data Science

Certificate in Entrepreneurship and Technology

Berkeley, California

Expected Graduation: May 2024

Relevant Coursework: International Marketing, Macroeconomic & Microeconomic Analysis for Business Decisions, Developing Global Leadership Expertise, International Consulting for Small and Medium-Sized Enterprises, International Team Project, Web Design, Legal Aspects of Management, Introduction to Business Analytics, Corporate Strategy and Valuation, Alternative Investments, Probability and Mathematical Statistics in Data Science, Computational Structures in Data Science

Work Experience

Amazon

Sunnyvale, California

Program Manager Intern

May 2023 - August 2023

- Incorporated solutions to supplier pain points from customer interviews when leading a cross functional team to build a mentorship program framework, as a subset of the company's pilot Supplier Development Program
- Consolidated extensive research on excess material generation at fulfillment centers, analyzing gaps and presenting solutions to senior managers
- Validated suppliers to ensure compliance with Amazon's requirements by analyzing data from Ariba and Coupa

Adidas

Berkeley, California

Consultant

March 2023 - May 2023

- Conducted global market research to identify countries to expand Bad Bunny's presence for his collaboration with Adidas
- Designed an infographic to highlight marketing strategies backed by statistics to grow Bad Bunny's consumer base in European and Asian markets
- Created data visualizations to display market growth projections in the countries proposed for Bad Bunny's expansion

Mmob

London, England

Product Management Intern

August 2022 - December 2022

- Assisted Quality Assurance engineer in software testing, providing additional improvements to test plans and reporting bugs for resolution by the development team
- Analyzed and tested the company's staging platform, advising on feature improvements for implementation in the product roadmap

Precision Dynamics Corporation

Santa Clarita, California

Product Management Intern

June 2022 - August 2022

- Collaborated with software developers to devise a new visitor management and access control system solution to address hospital pain points
- Won 2nd place in a product proposal pitch to global managers and directors in an internal office shark tank competition
- Calculated market size and analyzed compound annual growth rate to determine whether to enter the cruise industry

Google

Berkeley, California

Consultant

March 2022 - May 2022

- Delivered data-driven recommendations on how machine learning and artificial intelligence can be integrated to automate the creation of "smart summaries" to ease interactions between employees and customer service agents
- Composed a strategy document outlining pain points, solutions, customer experiences, and product features to develop upgrades for the internal help and service desks at Google

Light Armor Music

Berkeley, California

Product Marketing Intern

November 2021 - March 2022

- Prepared implementation timelines with product managers for the release of 30 singles and an album
- Detailed vision for a trailer, which increased artist engagement by over 850% on social media channels

Leadership Experience & Activities

PwC Challenge Case Competition

Berkeley, California

Team Captain

October 2021

- Led our consulting team to win 1st place out of 12 teams from various universities in the nation
- Introduced a subscription based e-commerce model to address declining sales from the COVID-19 pandemic
- Addressed cybersecurity risks and data privacy concerns to better connect smart appliances to Internet of Things

Skills

Agile Methodology, Project Management, MS Office, HTML, CSS, JavaScript, Confluence, Figma, Python, SQL, Jupyter Notebooks, NumPy, Tableau, Stage Gate Process, Spanish (Conversational), Hindi (Conversational)