

NIRAJ D'SOUZA

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EDUCATION

NEW YORK UNIVERSITY, Leonard N. Stern School of Business

New York, NY

Master of Business Administration

May 2024

Specializations in Strategy and Finance

- Dean's List (2024)
- Vice President – FinTech Association, Management Consulting Association, South Asian Business Association at Stern

VIT UNIVERSITY

Pune, India

Master of Technology in Information Technology

April 2019

- Chief – Cultural Committee, University student festival - Led team of 300+ students, organized 12 events in two weeks

UNIVERSITY OF MUMBAI, SIES College of Arts, Science and Commerce

Mumbai, India

Bachelor of Science in Information Technology

April 2014

- Co-founder & Content Editor – SIES Skyline (bi-monthly newsletter) - Reached 700+ students per edition over eight editions

EXPERIENCE

NEW YORK WEALTH PLANNING GROUP (NYWPG)

New York, NY

MBA Summer Intern (Product Strategy, Business Development and Marketing)

Summer 2023

- Collaborated with CEO and C-Suite executives to revamp business development strategies, successfully identifying and penetrating three new niche markets, resulting in a 25% increase in targeted marketing effectiveness.
- Spearheaded strategic initiatives to establish collaborative partnerships, leading client calls, and developing customer-sharing programs, projected to drive 20% growth in new market segments.
- Implemented AI/ML tools to enhance customer service operations, achieving 25% increase in efficiency & satisfaction.

ACCENTURE

Mumbai, India

Team Lead (Cross-Functional Payments Product Integration)

November 2021 – August 2022

- Launched new low-risk secured credit cards by coordinating with over 10 stakeholders across cross-functional teams (credit risk, core banking, secure deposit, UI, MuleSoft, Salesforce), resulting in a 40% increase in card approval rates.
- Analyzed & leveraged customer spending data to innovate credit card product features, boosting customer satisfaction by 30%.
- Advocated and promoted agile methodologies using tools like Jira and Confluence, optimizing Mulesoft and Salesforce workflows, improving project visibility, and increasing developer productivity by approximately 20%.

Senior Analyst (Payments Product Quality Analysis)

November 2020 – November 2021

- Mentored cross-functional team of eight, established quality control guidelines, reducing development time by approximately 40%, and received the best-performing team twice consecutively.
- Led team of nine to develop 41 MuleSoft APIs, achieving 100% compliance with RBI guidelines and generating \$330k revenue.

WIPRO LIMITED

Pune, India

Senior Project Engineer (Financial Services/Payments Cloud Migration & Data Security)

April 2019 – November 2020

- Conceptualized and engineered time-critical software cloud migration, reducing capital expenditure by ~30%.
- Innovated Proof-of-Concept (POC) for secure system integration through extensive research and development R&D, coordinated and facilitated rapid deployment across eight international locations.

Software Engineer (Financial Services Data Analysis & Product Development)

January 2015 – April 2019

- Automated routine tasks reduced working hours by 20% and received recognition for sustainability.
- Identified operational gaps and automated maintenance, saving \$4500/month, earning Best Pragati/Progress award.

ADDITIONAL INFORMATION

- **Work Authorization:** Eligible for STEM OPT, provides up to 36 months of US work authorization.
- **Technical Skills:** Data Analysis, Market Research, User Experience Design, Product Roadmapping, Stakeholder Management, Financial Modeling, SQL, Java, Python, Agile, Scrum, Jira, Confluence, Salesforce, Mulesoft, MongoDB, Salesforce
- **Certifications:** Certified ScrumMaster (CSM) – Scrum Alliance, Google Project Management: Specialization – Google, Artificial Intelligence Fundamentals (AI Fundamentals) – IBM.
- **Volunteer:** Fly Higher India (non-profit engaged in empowering children via skill education) – Organized events to facilitate financial & digital literacy, critical thinking, & collaboration skills for children from economically disadvantaged backgrounds.
- **Interests:** Writing (won Gold in Short Story), Theatre (wrote, directed, and acted in over 5 street plays to raise awareness on social issues like gender equality and LGBTQ+ discrimination), Dancing (won over 7 competitions over a period of 7 years)