

# PARTH NAGRAJ

781-640-4508   [pnagraj@tepper.cmu.edu](mailto:pnagraj@tepper.cmu.edu)   <https://www.linkedin.com/in/parthnagraj/>   <https://pdnagraj.github.io/pnwebsite/>

## EDUCATION

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CARNEGIE MELLON UNIVERSITY, TEPPER SCHOOL OF BUSINESS Pittsburgh, PA  
*Master of Business Administration – MBA* 05/26

- Concentrations: **AI in Business, Business Analytics, Strategy**

UNIVERSITY OF MASSACHUSETTS, AMHERST Amherst, MA  
*Bachelor of Science in Computer Science* 05/20

## EXPERIENCE

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GARTNER (Global Consulting & Advisory Firm) Boston, MA  
*Summer Associate, Consulting* 05/25 - 07/25

- **Operations Strategy:** Led cross-functional meetings and conducted stakeholder interviews to identify pain points and requirements, facilitating ERP migration from PeopleSoft to Workday for a Fortune 500 health insurance company.
- **Risk Mitigation & Change Management:** Conducted readiness assessments across HR, IT, and Operations, identifying 15 transition risks and aligning cross-functional teams ahead of go-live.
- **Revenue Growth:** Identified high-impact automation opportunities and created business case in collaboration with managing partner, contributing to \$1M revenue opportunity from healthcare insurer.

BOX BYTE DIGITAL (B2B Growth Services Company) Newton, MA  
*Co-founder* 07/24 - 11/25

- **System Design:** Designed and implemented end-to-end outbound systems by defining ideal customer profiles (ICPs), writing LinkedIn and email sequences, configuring CRM pipelines, and automating follow-ups, creating a process for booking qualified sales meetings.
- **Marketing:** Executed and optimized outreach campaigns by testing messaging variants to adjust follow-up cadence and refine qualification criteria, increasing lead response rates from 9% to 34% and appointment conversion rates from 3% to 17%.
- **Client Delivery & Scale:** Managed client onboarding, performance reporting, and standardized delivery workflows, scaling the business to 8 clients with consistent outcomes and enabling a successful exit.

YUNGSTEN TECH (Software Consulting Company) Newton, MA  
*Co-founder* 11/22 - 07/24

- **Product Development & Delivery:** Led client discovery and requirements gathering and translated business needs into scoped technical solutions, delivering custom software products end-to-end across multiple engagements.
- **Project Management:** Coordinated developers and client stakeholders across iterative delivery cycles by managing priorities, scope tradeoffs, and timelines, ensuring on-time delivery.
- **Growth & Operations:** Drove outbound outreach and managed ongoing client relationships, growing the firm to 5 high-ticket clients while supporting internal communication and billing workflows.

STAPLES Framingham, MA  
*Software Developer* 07/23 - 03/24

- **Innovation:** Collaborated with Operations, Engineering, and Warehouse teams to enhance existing “Pay-for-Performance” incentive system, improving productivity tracking, accountability, and incentive alignment.
- **Process Improvement:** Developed and enhanced performance-tracking functionality to monitor worker output and accuracy across warehouse operations, reducing operational errors by 10% and increasing productivity by 7%.
- **Analytical Problem Solving:** Analyzed warehouse operational data to identify workflow bottlenecks and inefficiencies and delivered actionable insights to leadership, supporting changes that contributed to ~\$10M in annual cost savings.

CLOUDWAVE Inc. (Software Consulting Company) Tysons, VA  
*Software Engineer* 07/22 - 02/23

- **Client Delivery and Compliance:** Delivered reporting and data tracking enhancement to government clients, aligning regulatory requirements with stakeholder needs.

ARAS CORPORATION (Product Development Lifecycle Company) Andover, MA  
*Software Solutions Engineer* 09/20 - 03/22

- **Enterprise Solution Delivery:** Implemented configurable product lifecycle and workflow solutions for enterprise clients across aerospace, automotive, and technology sectors, aligning system capabilities with business process improvement goals.

## SKILLS

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Python, SQL, Java, Data Analysis, KPI Design and Performance Tracking, CRM Systems, Workflow Automation, ERP Systems, Requirements Gathering, System Design, Process Mapping, Microsoft Excel, PowerPoint, Word