

PARTH NAGRAJ

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EDUCATION

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| CARNEGIE MELLON UNIVERSITY, TEPPER SCHOOL OF BUSINESS <i>Master of Business Administration – MBA</i> | Pittsburgh, PA 05/26 |
| UNIVERSITY OF MASSACHUSETTS, AMHERST <i>Bachelor of Science in Computer Science</i> | Amherst, MA 05/20 |

EXPERIENCE

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| GARTNER (Global Consulting & Advisory Firm) <i>Summer Associate, Consulting</i> | Boston, MA 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) <i>Co-founder</i> | Newton, MA 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) <i>Co-founder</i> | Newton, MA 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 <i>Software Developer</i> | Framingham, MA 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) <i>Software Engineer</i> | Tysons, VA 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) <i>Software Solutions Engineer</i> | Andover, MA 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

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