

# PARTH NAGRAJ

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<https://pdnagraj.github.io/pnwebsite/>

## EDUCATION

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CARNEGIE MELLON UNIVERSITY, TEPPER SCHOOL OF BUSINESS

*Master of Business Administration – MBA*

Pittsburgh, PA

05/26

- Concentrations: **Strategy, Business Analytics**
- Memberships: Tepper Consulting Club
- Honors: Tepper MBA Merit Scholarship, Forte Fellow

UNIVERSITY OF MASSACHUSETTS, AMHERST

*Bachelor of Science in Computer Science*

Amherst, MA

05/20

## EXPERIENCE

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GARTNER (Global Consulting & Advisory Firm)

*Summer Associate, Consulting*

Boston, MA

05/25 - 07/25

- **Client-focused Delivery:** Supported two consulting projects for healthcare clients, including program assurance and organizational change management during the ERP migration from PeopleSoft to Workday for a Fortune 500 firm.
- **Risk Mitigation & Change Management:** Conducted 10+ stakeholder interviews and led readiness assessments across HR, IT, and Operations, identifying 15+ key transition risks and aligning cross-functional teams ahead of go-live.
- **Business Development:** Contributed to a \$1M Robotic Process Automation (RPA) proposal by identifying high-impact automation opportunities and co-developing the business case alongside senior leaders.

Box Byte Digital (B2B Growth Services Company)

*Co-founder*

Newton, MA

07/24 - 11/25

- **Service Design & Execution:** Designed and delivered a repeatable B2B outbound service, converting client objectives into standardized workflows for lead qualification, CRM management, and appointment booking.
- **Performance Optimization:** Improved average lead response rates from 9% to 34% and increased appointment conversion rates from 3% to 17% across clients by iterating on outreach messaging, follow-up timing, and qualification criteria.
- **Growth & Exit:** Grew the business to 7+ high-ticket clients and sold the company through an acquisition after establishing consistent client outcomes and service operations.

YUNGSTEN TECH (Software Consulting Company)

*Co-founder*

Newton, MA

11/22 - 07/24

- **Product & Client Growth:** Grew Yungsten Tech to 5+ high-ticket clients through outbound outreach, requirement gathering, and delivery of custom product solutions.
- **Execution Management:** Coordinated 5–7 developers and client stakeholders across iterative delivery cycles, managing scope tradeoffs and timelines to deliver projects on schedule.
- **Operational Support:** Supported day-to-day internal communication and billing processes across multiple client projects.

STAPLES

*Mid-level Software Developer (Contract Position)*

Framingham, MA

07/23 - 03/24

- **Cross-functional Collaboration:** Partnered with internal teams to design and implement “Pay-For-Performance”, a performance-based incentive system, directly affecting and improving warehouse productivity and operational efficiency.
- **Process Improvement:** Developed and enhanced key functionalities to monitor staff performance, directly leading to a 10% reduction in operational errors and a 7% increase in productivity for warehouse workers. This resulted in measurable improvements in overall operational accuracy and efficiency.
- **Data-driven Decision Making:** Analyzed operational data to identify bottlenecks and inefficiencies, providing actionable insights to leadership that led to strategic adjustments and improved warehouse output.

CLOUDWAVE Inc. (Software Consulting Company)

*Software Engineer*

Tysons, VA

07/22 - 02/23

- **Client Delivery and Compliance:** Supported government consulting engagements for clients including the General Services Administration and the Commonwealth of Virginia by delivering reporting and data tracking enhancements aligned with regulatory requirements and stakeholder needs.

ARAS CORPORATION (Product Development Lifecycle Company)

*Software Solutions Engineer*

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.