

# Rahul Shah

---

37 Chelsea Street, Apt 1, East Boston, MA 02128 • M: 609-558-4589 • [RSHAH10@babson.edu](mailto:RSHAH10@babson.edu)

---

## Education

---

**Babson College** *Bachelors Of Science, School of Business*

May 2018

Concentration in Finance

Wellesley Hills, Massachusetts

GPA: 3.48, Dean's List

Relevant Coursework: Corporate Financial Modeling, Corporate Financial Management, Security Valuation, Intermediate Accounting: Finance, Managerial Accounting, Real Estate Investment, Quantitative Methods I, II, & III, Entrepreneurship

## Experience

---

**Wayfair**, *Senior Product Associate – Media*

July 2018 – Present

Boston, MA

- ❖ Product manager working in an agile environment, primarily on a B2B rich media content creation tool in a growth phase that drives an estimated \$60 million in on-site revenue a year
- ❖ Plan and execute on large, cross-functional projects and tool improvements to increase user adoption/engagement, reduce operational expenses and increase unique on-site content
- ❖ Led effort to identify and execute on low effort/high impact tactical improvements that have impacted several metrics including an 20% reduction in offshore spend and a 5% reduction in throughput time.
- ❖ Designed and conducted user interview sessions to define a problem space and identify pain points and opportunities
- ❖ Wrote complex SQL scripts and organized data into comprehensive dashboards and reports to inform future engineering and business priorities.
- ❖ Worked closely with engineers to design technical architectures to improve tool speed and data integrity.

**Babson College, Cutler Center of Finance**, *Research Assistant*

September 2017 – May 2018

Wellesley Hills, MA

- ❖ Assisted students in the set-up and use of Bloomberg terminals for research and class work
- ❖ Worked with various financial platforms such Bloomberg and Capital IQ to find and report data per supervisor needs
- ❖ Troubleshoot and solved hardware and software related information technology issues and complaints

**Oticon USA**, *Inventory Management Team*

June 2017 – August 2017

Somerset, NJ

- ❖ Organized, recorded, tracked and managed over \$100,000 worth of inventory
- ❖ Designed and developed inventory management software from scratch
- ❖ Helped save an average of 5 hours per day of manual work and reduced incidence of thefts/lost items by 90%

## Leadership Positions and Activities

---

**Alpha Kappa Psi Professional Business Fraternity** - *Executive Vice President, Founding Member*

September 2015 – May 2018

- ❖ Planned and executed 15+ social, professional and philanthropic events a semester
- ❖ Started and managed an Alpha Kappa Psi investment fund to teach brothers about investing
- ❖ Supervised other members on executive board and ensured the completion of their duties and coordinate with national office

**Pack Jacket** - *CEO*

September 2015 – May 2016

- ❖ Elected to run a 14 member academically funded start-up business selling in-house designed apparel
- ❖ Delegated tasks, set performance goals, delivered weekly report to professors
- ❖ Coordinated a 5 member supply chain to ensure timely and quality controlled delivery of our product

## Skills/Knowledge

---

Non-Technical: Product Management, Agile, Scrum, Leadership, Learning, UX Design, Problem Solving, Cross-functional collaboration

Technical: Visual Basic (Excel Macros), SQL, HTML/CSS/JavaScript, Tableau