Rahul Shah

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**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

* Product manager working in an agile environment, primarily on a B2B rich media Boston, MA 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 8% 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

* Assisted students in the set-up and use of Bloomberg terminals for research and class work Wellesley Hills, MA
* 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

* Organized, recorded, tracked and managed over $100,000 worth of inventory Somerset, NJ
* 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