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,** *WayMore Product Manager/Business Analyst*  July 2018 – Present

* Product owner working in an agile environment of a B2B rich media content creation tool Boston, MA  
  in a growth phase that drives an estimated $58 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
* Designed and implemented sorting algorithm which has increased revenue by an estimated $100 thousand in 3 months
* Identified opportunities for user outreach which increased on-site revenue by an estimated $1.7 million.
* Created a new system to triage and prioritize incoming critical bugs that has reduced average number of criticals worked on by 75% and decreased engineering time spent per critical ticket by 50%
* Identified several quick win tool improvements that have saved hundreds of hours of manual work for our content QA team.
* Studied and applied UX concepts to increase ease of use reduce time to create content.
* Write complex SQL scripts and organized data into comprehensive dashboards and reports to inform future engineering and business priorities

**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
* Created, from scratch an inventory management system to replace the faulty one in use
* Helped save an average of 5 hours per day and reduced 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

**Interests/Knowledge**

Skills: Product Management, Agile, Scrum, Leadership, Learning, UX Design, Problem Solving, Innovation

Technical: Proficient in Visual Basic (esp. Excel Macros), SQL, Java, HTML/CSS, Tableau, R

Interests: Flying, cinema, music, skiing, travel, investing, technology