

ABHIJEET PRADHAN

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EDUCATION

BABSON COLLEGE, F.W. OLIN GRADUATE SCHOOL OF BUSINESS <i>MBA, Analytics & Quantitative Finance (GPA: 3.78)</i>	Aug 2024 - May 2026
• Achievements: President (Babson Tech Club): Led 4-5 workshops and panels on AI, Product Management, and tech careers per semester; oversaw 6 student leaders handling marketing, operations, and logistics. VP of Marketing (Graduate Student Council): Owned communications strategy, marketing campaigns, newsletters, and creatives for 700+ graduate students.	

CONNECTICUT COLLEGE <i>Bachelor of Arts, Computer Science and Mathematics (GPA: 3.92)</i>	Aug 2017 - May 2021
• Achievements: Deans Honors all semesters.	

EXPERIENCE

SEEAIR <i>Growth Strategy and Product Intern</i>	Jun 2025 - Present
• Prototyped LLM-powered workflows using make, OpenAI, and voice assistant APIs to create agents that take customer calls, saving 2 hours of CEO time daily.	<i>Boston, MA</i>
• Launched Google Ads campaigns with predictive modeling to forecast performance, yielding an additional \$80k deal flow and boosting topline growth by ~10%.	
• Prompt engineered workflow automation for operations team using Perplexity comet browser, saving 4 hours daily and boosting team productivity by 20%.	
• Expanded business presence on Thumbtack and Nextdoor through data storytelling, increasing impressions by 20%.	

FLOW <i>Product Management Intern</i>	May 2025 - Aug 2025
• Built MVP data system in Zoho Creator integrating with Carrot API to tokenize waste metrics into carbon credits, applying data pipeline orchestration practices and unlocking ~\$50K annual revenue potential. Co-authored \$500K+ in grant proposals for the pilot.	<i>MA</i>
• Digitized end-to-end Zoho data workflow for 5 farms, 1 hauler, and 2 processors using SQL; reduced reporting by 30%.	

HOLLISTER INC <i>Student Consultant</i>	Jan 2025 - May 2025
• Developed subscription models, market sizing, value propositions, and GTM strategies for ostomy care products.	<i>Remote</i>

PERCH (ACQUIRED BY RAZOR GROUP) <i>Software Engineer I – II</i>	May 2021 - Jun 2024
• Owned product roadmap for automated Amazon product advertising; partnered with Product, Growth, and Marketing teams to drive \$1M+ in ad-attributed revenue and optimize cost per acquisition (CPA) and ROAS.	<i>Boston, MA</i>
• Innovated supply chain optimizations reducing lead times by 60%, saving the business \$200K annually.	
• Designed and implemented end-to-end software workflows including REST APIs, data pipelines, and operational dashboards, cutting manual effort by 90%.	

QUOTE.COM <i>Software Engineer Intern</i>	Sep 2020 - May 2021
• Automated ETL ingestion across email, API, and MySQL sources using Google Cloud Functions and BigQuery, saving 600hours (\$25K) annually for marketing teams.	<i>Remote</i>
• Built Looker dashboards enabling data-driven strategic planning; improved campaign optimization and business reporting.	

SKILLS

- **Product & Growth:** Roadmap planning, MVP design, GTM strategy, market sizing, opportunity analysis, growth strategy, channel expansion, optimization (A/B testing), Predictive Modeling, Data Storytelling.
- **Technical Skills:** Python, REST API, ETL, SQL, BigQuery, BI, Looker, LLM, generative AI (OpenAI API), prompt engineering, workflow automation (Make, Zoho), Agile (JIRA), Google Ads, AWS, Data Pipeline Orchestration.

HOBBIES

Running (Marathon PR - 3:42), Snowboarding, Golfing, Weightlifting, Cooking, Travelling and Guitar.