

## Khwaja Ahmed Roshan

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### EXPERIENCE

#### NoteSight (AI EdTech Startup)

Chicago ( Remote )

##### Technical Product Manager Intern

Jan 2025 – Aug 2025

- Operated as an **AI-native product builder**, rapidly prototyping features with **ChatGPT, v0, Claude 3.5, Replit**, and internal ML tools to accelerate iteration velocity by **50%** during product discovery.
- Translated ambiguous stakeholder input into **crisp problem definitions**, prioritized roadmaps, and actionable user stories for an AI-driven learning analytics platform.
- Partnered with engineering, design, data science, and research to **ship real features at scale**, improving model accuracy by **18%** and driving measurable user retention improvement.
- Authored AI-assisted documentation in Confluence and created internal workflows used across the team to improve alignment and unblock engineering in a fast-moving ML product environment.

#### Cita Marketplace

New York ( Remote )

##### Product Manager – Data & Personalization Intern

Aug 2024 – Jan 2025

- Worked on **AI-powered personalization** across diverse commerce surfaces, using SQL + analytics workflows to analyze buyer behavior and define data-driven product opportunities.
- Led cross-functional sessions to refine a **customer engagement roadmap**, ensuring personalization aligned with high-impact seller needs.
- Conducted UAT and validation testing to ensure product solutions solved real customer problems before launch — directly increasing CTR by **12%** through actionable insights.
- Collaborated with design, DS, and engineering to deliver features that scale across **omnichannel merchant workflows**, similar to Square's integrated seller ecosystem.

#### SureShip Express

Dubai, UAE

##### Software Engineer – ERP Integration & Software Engineering Intern

May 2024 – July 2024

- Built a **custom API layer** integrating Oracle ERP with external customs systems, enabling automated workflows for merchants — reflecting Square's commitment to empowering sellers with reliable, integrated tooling.
- Worked directly with logistics sellers to identify operational pain points and turn ambiguity into **clear technical requirements**, improving system accuracy and reducing manual errors by **30%**.
- Utilized Python, SQL, and data pipelines to design scalable backend services supporting large-scale merchant activity and global operations.

### PROJECTS

#### Full Stack Web Platforms

[sureshipx.com](#) | [retenda.co](#)

Skills: *React, Tailwind CSS, Node.js, UI/UX, Cursor, Claude 3.5 Sonnet, Gemini Advanced, ChatGPT-4o*

- Acted as a **solo AI-native builder**, using modern AI tools to ideate, design, prototype, and ship complete features at high velocity—mirroring Square's APM expectations of rapid AI-assisted product creation.
- Translated ambiguous stakeholder goals into **structured problem spaces**, detailed requirements, and high-fidelity designs for logistics tracking and customer retention tools.
- Built analytical dashboards using real customer data to inform product decisions, iterate on feature adoption, and shape the product roadmap.
- Designed automated notification and communication systems that improved user engagement and reduced operational friction for small businesses.

#### OptiAd (AI-Driven E-Commerce Optimization Platform)

Skills: *Python, ARIMA, Prophet, LSTM, JavaScript, React, Shopify API, AWS, Docker, SQL*

- Built predictive models to optimize marketing spend for merchants, improving ROI forecasts by **15%** — directly aligned with Square's mission of helping sellers grow with better insights.
- Designed SQL ingestion pipelines supporting **millions of marketing impressions**, enabling real-time personalization at scale.
- Demonstrated the ability to work with ML models, data flows, and experimentation — key elements of Square's AI-native APM expectations.

### EDUCATION

#### University of Virginia

Charlottesville, Virginia

Bachelor of Arts, Major in Computer Science

Expected Graduation, May 2026

#### University College London

London, United Kingdom

Study Abroad, Computer Science and Statistics

Spring 2025

- Relevant Coursework:** Data Structures & Algorithms, Machine Learning, Product and Project Management, Discrete Math, Statistical Analysis, Computer Systems and Organization, Micro & Macro Economics
- Technical Skills:** Python, SQL, JavaScript, React, Node.js, Docker, AWS, PyTorch, TensorFlow, NLP, APIs, Tableau, Jira, GitHub
- PM/AI Skills:** A/B Testing, Product Analytics, User Research, Roadmap Planning, Agile, AI-Native Product Development (ChatGPT-4o, Claude 3.5 Sonnet, Gemini Advanced, Cursor, Replit, v0, GitHub Copilot, OpenAI Function Calling, AI prototyping pipelines)

### ACTIVITIES AND LEADERSHIP

- Active member of several UVA communities, including the Virginia Entrepreneurship Organization, Virginia Product Circle, Google Developer Student Club, Founders at UVA, Project Code, the Muslim Student Association, the Pakistani Student Association, and Club Pickleball.