

EDUCATION**COLUMBIA BUSINESS SCHOOL**

MBA, May 2026; *Practicum: Partnered with founder of Mira (AI startup) to identify enterprise use cases for AI agents, built feature roadmap, and designed pricing, positioning, and early-adopter acquisition strategy*

New York, NY
2024-2026

ST. XAVIER'S COLLEGE

BA, Economics & Statistics, GPA 9.85/10 (Top 3%); *Coursework: Data Science, Python, R*

Mumbai, India
2018-2021

EXPERIENCE**AIRBNB**

MBA Business Growth Intern, Airbnb Experiences (Growth Team for disruptive ~\$100M business)

New York, NY
May - August 2025

- Scoped and led end-to-end growth sprint on booking funnel - diagnosed drop-offs via SQL & user interviews, aligned product and legal stakeholders, and implemented UX personalization on Search and Landing pages, projected to drive \$5M Year-1 revenue
- Diagnosed email funnel gaps via time-series analysis, found flawed opt-in design & geo-wise gaps, and A/B tested copy/timing; influenced legal/marketing to implement fixes, raising reach from 30% to 60%, conversion from 1.5% to 2%, adding \$3M revenue

MOSAIC WELLNESS

Mobile apps offering D2C beauty products, telehealth, rewards for good habits; Series-A Startup, raised \$50M from Sequoia, Matrix
Product, Strategy & Operations Manager

Mumbai, India
2023 - 2024

- Owned KPI dashboard across 3 brands; analyzed P&L, orders, retention, AOV & CAC and presented insights to founders to set OKRs and shape business strategy, driving 44% revenue growth (\$25M to \$36M) and 50% MAU growth (500K to 750K)
- Identified consumer whitespace via market analysis; developed monetization strategy and pricing for 3 new products (createine, sunscreens, deodorant), led GTM on ecommerce (PDP, supply planning), generating \$3M revenue and breaking even in 3 months
- Designed advertising strategy by analyzing FB & Google Ads data, conducting 1K+ user interviews and benchmarking competitors; optimized content, landing pages and partnered with influencers, improving AOV by 7% while maintaining CAC
- Led 12-member cross-functional team to personalize app journeys; aligned product, engineering & marketing to execute user segmentation, targeted notifications/WhatsApp messaging, and UX & merchandising optimization, boosting LTV by 29%
- Identified emerging consumer-tech trends and proposed gamification as a growth lever; aligned leadership and launched flash deals, contests and rewards, scaling via experimentation to lift DAU from 80K to 100K and drive 15% of daily sales
- Received top performance review; selected to lead onboarding – created tutorials on technical tools for 10+ hires, saving 40+ hours

BOSTON CONSULTING GROUP

Associate

Mumbai, India
2021 - 2023

- Built global growth strategy for an enterprise services firm; identified three new geographies and service lines to enter through market sizing and competitor benchmarking, driving YoY revenue growth by ~10% and profit increase by 4% (+\$60M impact)
- Redesigned digital banking platform for India's largest bank; streamlined B2B client sales workflows by leading customer research & personalization, defined UI/UX & tooling requirements, reducing churn by 50% and impacting \$500M revenue
- Built business case for BCG's new EdTech product as a strategic revenue stream; benchmarked competitors, designed pricing & monetization strategy, positioned through executive narratives, launching MVP and securing 2 client deals worth ~\$7.5M
- Selected for BCG India's first ESG 'moonshot' project and built 2040 Net Zero roadmap for oil & gas major; led financial modeling and influenced client CXOs to make \$1.6B solar/wind investments, cutting emissions by 44% and costs by 30% (\$14M)
- Led logistics operational excellence for cement client; identified inefficiencies in freight routes and negotiated vendor partnerships, consolidating 40 to 8 truck vendors, increasing trips/truck from 10 to 12 per month and cutting costs by 10% (\$10M savings)

JUMPIN

Co-Founder of a Hyperlocal Social Networking Platform

Mumbai, India
2020 - 2022

- Defined product vision and roadmap, led launch and sales to scale to 10K+ users; raised \$15K seed funding from angel investors

ADDITIONAL INFORMATION

Work Authorization: STEM MBA, three-year OPT

Skills: SQL, Tableau, Mixpanel, CleverTap (CRM), Facebook & Google Ads, Python, Jira, Figma, Notion

Interests: Content creation on YT and LI (~10K followers), Standup comedy (open mic winner), travel (20+ countries), racquet sports