

ARTHAD SHARMA

New York, USA | +1 9298776004 | as19383@stern.nyu.edu | [LinkedIn](#) | [Portfolio](#)

EDUCATION

New York University

Master of Science, Engineering Management (GPA: 3.83)

• **Coursework:** Project Management, Digital Strategy, Healthcare Transformation, Data Analytics, Emerging Technologies

Aug 2024 - May 2026

New York, USA

Birla Institute of Technology and Sciences, Pilani

Bachelor of Engineering, Mechanical Engineering (GPA: 3.3)

• **Coursework:** Project Appraisal, Marketing Research, Supply chain Management, Strategic Management

Aug 2019 - Jul 2023

Hyderabad, India

PROFESSIONAL EXPERIENCE

Entrepreneurs of Tomorrow | *Product Manager*

Jul 2026 - Present

- Rebuilt the platform website from scratch, owning design and delivery end-to-end, managing the build in Jira and tracking user behavior in Mixpanel to streamline navigation and lift engagement across core pages
- Consolidated fragmented stakeholder data spanning prospective students, program applicants, and current and past employees into a single Airtable source of truth, streamlining tracking and reporting across the team
- Lead adoption of Avery AI, a RAG-powered tutoring assistant, by training non-technical users, setting expectations, and converting student feedback into actionable product signals in Mixpanel, driving user adoption and shaping engineering priorities

Valley Way | *Product Marketing Intern*

Jun 2025 - Aug 2025

- Developed data-driven heatmaps using Tableau and Python to visualize day-wise foot-traffic trends across Houston, enabling the marketing team to prioritize event locations that increased expected attendance
- Organized and executed multiple pop-up fundraising events across Texas, managing logistics, engaging diverse communities, and contributing to raising nearly \$100,000 for CARE International within nine weeks
- Trained new interns on communication strategies, fundraising techniques, and professional development, leading to stronger team performance and higher daily outreach effectiveness

Health Hospital | *Management Associate*

Aug 2023 - Aug 2024

- Handled the operations for 50% increase in patient load in Q3; Improved monthly operating profit by 30% by deploying shorter discharge cycles and increasing number of patients catered in same operational hours
- Analyzed medication purchase data with SQL to spot seasonal demand, then adjusted inventory plans through Jira-managed user stories, cutting excess stock by 20% and driving record revenue
- Spearheaded digitization of billing/filing systems, improving operational efficiency by 30% and reducing patient discharge cycles by 25%, directly enhancing patient throughput

Hiveloop Technology (Udaan.com) | *Product Management Intern*

Jul 2022 - Dec 2022

- Engineered 7 SQL dashboards to track \$1.2M+ monthly GMV across 4 product categories, enabling data-driven inventory decisions that reactivated \$18K+ in dormant SKUs
- Led market research with 10+ retailers to identify 3 critical pain points driving SKU inactivity, informing a problem framework adopted company-wide
- Removed 50+ incorrectly archived SKUs using Jira and a streamlined cleanup process, restoring approximately \$5.5K in inventory value
- Devised an automated Mixpanel tracker that monitored Add-to-Cart events from 51 campaign sources across 7 app properties, calculating conversion percentages and giving the product team real-time visibility to prioritize campaign optimizations

PROJECTS

Making late night travel safer | [deck](#)

- Led a 4-person team to design RideSafe.AI, a driver-fatigue safety platform, owning the project end-to-end from user research through solution architecture and final pitch
- Built three behavioral personas across drivers and passengers from user interviews and sentiment analysis, surfacing the central product insight, that fatigued drivers cannot self-assess alertness, that shaped the entire solution
- Designed a unified safety system integrating shift-management logic, ML-based drowsiness detection, and a graduated intervention model into a single passenger-facing trust score

Analysis of Investment Behaviour of Indian households | [deck](#)

- Delivered a compelling presentation deck that was recognized by a prominent wealth-tech management company, achieving top 10 status out of over 400 submissions and showcasing innovative insights into investment strategies
- Pioneered primary research with 115+ correspondents to determine why Indians tend to invest in low-yield commodities, which indicated lack of financial knowledge as the major contributor
- Recommended two new features with wireframes to be implemented on Groww, which may increase the number of people investing in higher-yield commodities such as stocks

SKILLS

- Mixpanel, Product Management, Excel, Product Design, Product Strategy & Roadmapping, Market Research & Competitive Analysis, SQL, Cross-Functional Leadership, Agile Methodologies, Jira, Process Improvement, Data Analytics, KPIs, Product Analytics, SCRUM, User Feedback, Customer needs-, Communication skills, User Stories, Networking, E Commerce