

ARTHAD SHARMA

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EDUCATION

New York University

Master of Science, Engineering Management

• **GPA:** 3.83

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

- Led adoption of Avery AI, a RAG-powered tutoring assistant, by training non-technical users, setting expectations, and converting student feedback into actionable product signals using Mixpanel, which increased user adoption and guided engineering priorities
- Served as the bridge between students and the engineering team on an AI mentor-matching system - gathering user feedback on match quality and surfacing it to the core team to improve engagement.
- Revamped the entire platform website from scratch, owning design and delivery end-to-end while managing the build in Jira and tracking user behavior in Mixpanel, streamlining navigation and lifting engagement across core pages

Jul 2026 - Present

Remote, USA

Valley Way

Product Marketing Intern

- 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.

Jun 2025 - Aug 2025

Houston, USA

Health Hospital

Management Associate

- 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.

Aug 2023 - Aug 2024

Jaipur, India

Hiveloop Technology (Udaan.com)

Product Management Intern

- 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.
- Accomplished removal of 50+ wrongly archived SKUs from the archival state, resulting in an inventory value of around \$5.5K.
- 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

Jul 2022 - Dec 2022

Bangalore, India

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