

# PRATEEK JAIN

[www.prateek-jain.com](http://www.prateek-jain.com), 386-307-5805, [pjain18@gsb.columbia.edu](mailto:pjain18@gsb.columbia.edu)

## EDUCATION

### COLUMBIA BUSINESS SCHOOL

**MBA, General Management, May 2018**

GMAT: 770 (99th Percentile)

**New York, NY**

2016-2018

*Scholarship:* David De Leeuw Scholar

*Teaching Assistant:* Strategy Formulation (Core Course)

*Leadership:* Leading the CBS Technology Conference team, VP of the Columbia Entrepreneurship Organization & member of the Data Analytics Club

### EMBRY-RIDDLE AERONAUTICAL UNIVERSITY

**Daytona Beach, FL**

**M.Sc., Mechanical Engineering**

GPA: 3.6/4.0

2011-2013

*Thesis:* Designed and built the world's lowest cost drone test platform for <\$1000 (20x cheaper than equivalent products in the market)

*Leadership:* Initiated the university's first graduate level leadership course and launched it in collaboration with the ERAU Business School

**B.Sc., Aerospace Engineering**

Dean's List, Honors

2009-2013

*Research:* Designed & built the university's first successful liquid propellant rocket engine.

*Leadership:* Co-founded and managed the TEDxEmbryRiddle conference. Led 40 person organizing team. Raised \$80k in event sponsorship

## EXPERIENCE

### WATT FUEL CELL, a venture-backed clean energy company

**New York, NY**

Business Development Intern

Summer 2017

- Company's first Business Developer. Developed the financing strategy and pitch for a \$100M deal with the company's first major customer
- Created pricing and go-to-market strategies based on customer and channel partner interviews for 3 verticals: RV, Residential and Oil & Gas
- Identified 42 competitors across the world, developed suitable comparison metrics and created a database to track the competitive landscape

### GULFSTREAM AEROSPACE CORPORATION, a Fortune 100 General Dynamics company

**Savannah, GA**

Aerodynamics Engineer II, Engineer NX (2013), Engineering Intern (2012)

2012-2016

- Designed private jet aircraft like the Gulfstream [G650](#). Achieved 50% fuel efficiency improvements on components, saving customers >\$30M
- Designed and implemented an award winning 'smart factory' strategy. Implemented wireless-sensor networks across the production line and wrote analysis software that handled over 1TB of manufacturing data to detect wing quality issues. Saved Gulfstream >\$6M in repair work
- Gathered user feedback and developed a process to expedite aircraft inspection by 80% using 3D scanners. Saved Gulfstream >\$2M annually
- Managed 7 continuous improvement teams to improve production quality issues identified in flight-tests without a formal management title
- Created internal data analytics products that automated 20% of the department's analysis work. Saved >1000 labor hours
- Won 8 Mach awards for 'going above and beyond' performance expectations. Recognized by SVP of company for creative problem solving

### DAYVU TECHNOLOGIES LLC, Creators of the Plexr iOS messaging app

**Savannah, GA**

Co-Founder - Director of Business Development

2014-2015

- Shipped [Plexr](#), an iOS messaging platform where users shared pictures and videos (including Instagram or Youtube content) and the app captured the viewers' reactions for entertainment and analytics. i.e.: the opposite of Snapchat
- Built technology partnerships with analytics companies like Emotient (acquired by Apple) and channel partners like Tickld.com
- Evaluated market opportunities and acquired pilot customers in three verticals: healthcare, politics, and video advertising

### GOTTACT LLC, Web based civic engagement startup

**Savannah, GA**

Co-Founder - Product Manager

2013-2014

- Won Startup Weekend Jacksonville and One Spark 2014 amidst 215 competing startups
- Shipped a web prototype. Went from concept to launch within three months
- Built a [physical demonstration](#) of the concept and engaged 100,000 people to gather user feedback and iterate
- Recruited and led 8-person international design and development teams across 3 time-zones. Members were in India, Philippines and the States

### EAGLE FLIGHT RESEARCH CENTER, R&D laboratory advancing autonomous & electric flight

**Daytona Beach, FL**

Battery Systems Engineering Lead for the '[Prius of the Skies](#)'

2011-2012

- Created the battery systems for the world's first gas-electric hybrid aircraft: 200% more fuel efficient than similar conventional aircraft
- Published a peer-reviewed paper in the IEEE journal concerning RS-232 battery communication architecture for electric and hybrid aircraft
- Received congratulatory letter from NASA for making history and creating the world's first successful gas-electric hybrid airplane for the Nasa + Google Centennial Challenge

## ADDITIONAL INFORMATION

**Data Scientist**

Certified as a Data Science Specialist by Johns Hopkins University (via Coursera)

**Public-Speaker**

Won the Toastmasters Int'l Humorous Speech Contest in Georgia. Recognized as world's youngest TI club founder

**Environmentalist**

Invited by the UN to the global UNLEASH forum to develop solutions for SDG 7 (Clean Energy Access for all). Led a 6-person team from five different continents and won the bronze prize in a pitch contest amongst 199 global entrants

**Software Skills**

*Programming:* Matlab, Python, R. *Other:* Excel, PowerPoint, Adobe Premier Pro, GSuite, Trello

**Other Interests**

Hiking, bouldering, writing, spoken-word poetry, coaching public speakers, traveling