

EDUCATION

COLUMBIA BUSINESS SCHOOL

MBA, General Management, May 2018

GMAT: 770 (99th Percentile)

New York, NY

2016-2018

Teaching Assistant: Strategy Formulation

Awards: David De Leeuw Scholarship, Eugene Lang Fellowship, Social Enterprise Fellowship

Leadership: Team lead for the first CBS Technology Conference, VP of the Columbia Entrepreneurship Organization & member, Data Analytics Club

EMBRY-RIDDLE AERONAUTICAL UNIVERSITY

M.Sc., Mechanical Engineering

GPA: 3.6/4.0

Daytona Beach, FL

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

- 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
- Managed 7 product upgrade projects with cross-functional engineering teams, to improve production quality issues identified via flight-testing
- 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
- Pitched and acquired a 3D Laser Radar to expedite aircraft inspection by 80% and increase accuracy by 40%. Saved Gulfstream > \$2M annually
- Led flight test programs for aerodynamic efficiency and flow visualization. Identified, prioritized and resolved over two dozen issues post-test
- 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, (part-time)

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, (part-time)

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

Doubles Badminton champion for Bangalore, spoken word poet