

AVIRAL AGARWAL

aviral.k.agarwal@gmail.com • (978) 941-7617 • aviralagarwal.com • linkedin.com/in/aviralagarwal05 • aviralwrites.substack.com

EDUCATION

The University of Texas at Austin BBA, Canfield Business Honors, Management Information Systems December 2026

Minors: Business Analytics, Entrepreneurship | SAT: 1530/1600 |

Languages: Python, SQL, C#, HTML, CSS, R | **Frameworks:** ASP.NET Core, Entity Framework Core, LINQ

Databases: Azure SQL, MySQL, Oracle (PL/SQL), MongoDB, Snowflake | **Tools:** AWS (RDS), Git, VS Code, Figma, Jira, Lucid

Analytics & Reporting: Pandas, Tableau, Power BI, Google Analytics, PitchBook, Excel, PowerPoint

EXPERIENCE

Boston Consulting Group – *Incoming Summer Associate*; Seattle, WA June 2026 – August 2026

ServiceNow – *Product Manager Intern*; Santa Clara, CA May 2025 – August 2025

Developed AI-powered data migration tool with HCL to help enterprises capture and move CRM data from Salesforce to ServiceNow

- Analyzed Salesforce CRM pain points and estimated **TAM** for data migration as **\$150M+** from interviews with enterprise customers
- Delivered 30-page **product review** (GTM, solution architecture, pricing) to 15 sales representatives, accelerating launch by **4 weeks**
- Evaluated 120 Genpact-linked deals across 5K-row pipeline dataset in Excel, projecting **\$20.7M+** in revenue to support partnerships

Worksmith – *Product Strategy Intern*; Austin, TX May 2024 – July 2024

B2B software company generating \$5M+ in yearly revenue that connects commercial property managers with local service providers

- Led **due diligence** for first acquisition in company history, evaluating **200+** startups in retail software and recommending 15 to CEO
- Created **product roadmap** for internal uniform ordering platform supporting **50K** customer-facing employees of Fortune 500 airline
- Wrote **10-page PRD** for product helping solopreneurs launch services and interviewed 30 trade school leaders for market validation

Shell – *Product Manager Intern*; Austin, TX February 2024 – May 2024

Drove EV charging network growth strategy for Shell E-Mobility, advising General Manager on market analysis and mobile rewards

- Built interactive **Power BI** dashboard assessing competitive landscape and density of **18K+** EV charging stations across TX and CA
- A/B tested **Figma prototypes** via Google Forms with 50 EV consumers to compare rewards incentives and inform design selection

LEADERSHIP AND ACTIVITIES

Texas Events CoSponsorship Board – *President, Advisor*; Austin, TX February 2024 – August 2025

Led UT Austin's premier event sponsorship platform, delivering \$71K in annual funding across 50+ student organizations on campus

- Managed weekly outreach, pitch scheduling, and feedback forms via Microsoft Bookings and **Qualtrics**, achieving **90%** satisfaction
- Interviewed and evaluated 25 students on **leadership** fit to select four directors and 12 members, resulting in **3x** membership growth
- Increased number of applications and events funded by 25% through targeted **outreach** campaign, enabling **100%** budget utilization

Texas Convergent: Startup Pitch Competition – *Product Lead*; Austin, TX August 2024 – December 2024

- Led cross-functional teams (engineering, design) to launch MVP rewarding users to visit city attractions, placing **3rd** out of 18 teams
- Designed and demoed three features to judges: interactive map, rewards, and leaderboard, informed by insights from **80** user surveys

Product at Texas – *Mentor, Fellow*; Austin, TX February 2025 – Present

1 of 20 mentors building curriculum for SWE and APM recruiting while connecting fellows with UT's thriving tech and VC ecosystem

Substack – *Writer & Publisher*; Austin, TX December 2025 – Present

Published 10+ long-form essays on AI, tech, and entertainment strategy reaching 2.5K+ views, 58.3% open rate, and 30+ subscribers

EXTERNAL PROJECTS

Loman AI – *Product Manager Extern*; Austin, TX August 2025 – December 2025

Seed-stage voice AI startup (\$3.5M raised) helping restaurants automate customer orders, reservations, and FAQs to boost efficiency

- Analyzed **churn** drivers across **339** AI agents using call logs and POS data, identifying 2 leading indicators of declining user activity
- Identified **statistically significant** gap between live and churned agents at 22.1 vs. 13.1 daily calls and 0.89 vs. 1.0-minute durations

Mobile Loaves and Fishes – *Strategy Extern*; Austin, TX August 2024 – April 2025

Nonprofit building and operating Community First Village (CFV), a permanent community housing model supporting 400+ residents

- Built Excel model quantifying funding, costs, and sustainability tradeoffs, projecting \$627.52 per unit cost with **1.06-year** breakeven
- Calculated **\$1.7M** annual taxpayer **cost savings** from CFV based on Austin homelessness spend, creating grant-ready ROI narrative
- Sourced and presented 15 philanthropic foundations with **\$2M+** in **grant capital** to CEO by benchmarking funders of similar NGOs

Mercor – *Expert Project Manager*; Austin, TX August 2025 – Present

Partnered with leading AI lab clients to help domain experts create 500+ weekly tasks to test and compare LLM performance at scale

ADDITIONAL INFORMATION

Honors: LYB Scholars Program (**\$10,000 merit-based scholarship** from LyondellBasell Industries for future leaders and innovators)

Interests: Exact Release Dates of Films Since 2010, Boston Celtics, Drone Videography, Color Grading, Box Office Mojo, Ping Pong