ABHIJEET PRADHAN

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EDUCATION

BABSON COLLEGE, F.W. OLIN GRADUATE SCHOOL OF BUSINESS, Wellesley, MA   August 2024 - May 2026
STEM MBA Candidate | Business Analytics & Quantitative Finance | GPA 3.78.

- President (Babson Tech Club): Led 4-5 workshops and panels on AI, Product Management, and tech careers per semester; oversaw 6 student leaders handling marketing, operations, and logistics.
- VP of Marketing (Graduate Student Council): Owned communications strategy, marketing campaigns, newsletters, and creatives for 700+ graduate students.

CONNECTICUT COLLEGE, New London, CT   August 2017 - May 2021
Bachelor of Arts | Computer Science and Mathematics | GPA 3.92 | Deans Honors all semesters.

EXPERIENCE

SEEAIR, Boston, MA   June 2025 - Present
Growth Strategy and Product Intern

- Prototyped LLM-powered workflows using make, OpenAI, and voice assistant APIs to create agents that take customer calls, saving 2 hours of CEO time daily.
- Launched Google Ads campaigns yielding an additional $80k deal flow, boosting topline growth by ~10%.
- Prompt engineered workflow automation for operations team using Perplexity comet browser, saving 4 hours daily and boosting team productivity by 20%.
- Expanded business presence on Thumbtack and Nextdoor, bumping up impressions by 20%.

FLOW, MA   May 2025 – August 2025
Product Management Intern

- Built MVP data system in Zoho Creator integrating with Carrot API to tokenize waste metrics into carbon credits, unlocking ~$50K annual revenue potential. Co-authored $500K+ in grant proposals for the pilot.
- Digitized end-to-end Zoho data workflow for 5 farms, 1 hauler, and 2 processors, reducing manual reporting by 30%

HOLLISTER INC, Remote   Jan 2025 – May 2025
Student Consultant

- Developed subscription models, market sizing, value propositions, and GTM strategies for ostomy care products.

PERCH (ACQUIRED BY RAZOR GROUP), Boston, MA   May 2021 - June 2024
Software Engineer I – II

- Developed and executed product roadmap for automated Amazon product advertising, supporting $1M+ in ad-driven revenue with Product and Growth teams.
- Innovated supply chain optimizations reducing lead times by 60%, saving the business $200K annually.
- Designed and implemented end-to-end software workflows including REST APIs, data pipelines, and operational dashboards, cutting manual effort by 90%.

QUOTE.COM, Remote   September 2020 - May 2021
Software Engineer Intern

- Automated ETL ingestion across email, API, and MySQL sources using Google Cloud Functions and BigQuery, saving 600 hours ($25K) annually for marketing teams.
- Built Looker dashboards enabling data-driven strategic planning; improved campaign optimization and business reporting visibility.

SKILLS

- Technical skills: Python, REST API, ETL, SQL, BigQuery, BI, Looker, LLM, generative AI (OpenAI APIs), prompt engineering, workflow automation (Make, Zoho Creator), Agile (JIRA), Google Ads, AWS.
- Product & growth: Roadmap planning, MVP design, GTM strategy, market sizing, opportunity analysis, growth strategy, channel expansion, experimentation and optimization (A/B testing).

HOBBIES & INTERESTS: Running (Marathon PR - 3:42), Snowboarding, Golfing, Weightlifting, Cooking, Travelling, and Guitar.