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 | Dean's Scholar | 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 marketing and communications for 700+ 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 (Clean energy company, construction), Boston, MA   June 2025 - Present
Growth Strategy and Product Intern
- Built and launched LLM-powered customer service agent using Make, OpenAI, and voice assistant APIs, automating intake calls and freeing 2 hours of time daily for the CEO.
- Owned Google Ads campaigns end to end yielding an additional $80k deal flow, a 10% topline growth.
- Shipped workflow automation product for operations team using Perplexity Comet browser, reducing manual tasks by 4 hours daily and improving team velocity by 20%.
- Led channel expansion strategy on Thumbtack and Nextdoor platforms, increasing business visibility by 20% and expanding product reach.

FLOW (Building biodigester infrastructure), MA   May 2025 – August 2025
Project Manager 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 data workflow for farms, haulers, and processors, reducing manual reporting by 30%.

HOLLISTER INC (Ostomy care products), Remote   Jan 2025 – May 2025
Student Consultant
- Developed subscription models, market sizing, value propositions, and GTM strategies for ostomy care.

PERCH (Amazon aggregator, acquired by Razor Group $1.7B val), Boston, MA   May 2021 - June 2024
Software Engineer I – II
- Owned 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 (Insurance quotes company), Remote   September 2020 - May 2021
Software Engineer Intern
- Automated multi-source data ingestion product using Google Cloud Functions and BigQuery (email, API, MySQL), saving marketing teams 600 hours and $25K annually.
- Built self-service BI dashboards in Looker, empowering stakeholders with real-time business insights.

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).
- Languages: English, Nepali, Hindi.

PROJECTS (Links on Portfolio Website): EventBoost (An AI powered events marketing platform), Offense & Defense portfolios using jupyter notebooks, BeatBoi (Platforming and Rhythm game for smartphones).

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