



# Arjan Guglani

Pittsburgh, PA

## SKILLS

Web & Mobile App Design

Digital Analytics

iOS App Development

Stakeholder Alignment

User Research

Product Strategy

Python, C++, Swift

## TOOLS

Figma

XCode

VSCode

Firebase Tools

Google Analytics

ClickUp

## ADDITIONAL

Traveled to **10+ countries** and flew **87,000** miles last summer

Avid cyclist, cycle around **50 miles per week**

Listed to **102,806 minutes** of music last year, top artists were Doja Cat and Maggie Rogers

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## EDUCATION

### **Buisness (BBA) & User Experience Design (BSI)**

APR 2023

GPA 3.8 | Ross School of Buisness at the University of Michigan

- **President, UpRound Ventures:** Launched a \$100,000 seed fund to support on-campus ventures and oversaw student-run dealflow platform
- **Project Manager, Nexecon Consulting Group:** Led a team of 4 consultants working on an optimization and market entry projects for two F500 companies
- **Dorm Room Fund:** Content Creator & LGBTQ+ Venture Capital Fellowship

## EXPERIENCE

### **Product Management Intern at American Airlines** MAY-AUG 2021

- Worked with developers and vendors to launch a new proactive two-way chat channel to service 100,000+ commercially significant customers resulting in 17% increase in service throughput and 24% bump in customer LTR
- Ran design thinking excersies to align stakeholders, conducted user research, formulated OKRs, and built multi-team roadmaps to guide implementation

### **Co-Founder & Designer at UniFlow Campus** MAR 2020 - APR 2021

- Co-founded & designed a SaaS platform that allowed customers like Michigan Ross, USC Marshall, the University of Florida centralize campus opportunities and host virtual club fairs during the pandemic, generating \$60,000 in ARR
- Created and implemented agile product design culture by running weekly retros, design reviews, and t-shirt sizing while planning sprints and releases
- Streamlined product decisions through using tools like product roadmaps, assumptions grids, product requirements documents, and journey maps

### **Product Management Intern at Fernish** MAY 2020-AUG 2020

- Negotiated with vendors and worked with non-technical stakeholders to launch new AR mechanizing technology leading to a 62% conversion growth
- Enabled marketing to lower CAC by 27% by coding a multi-touch attribution model and customer data pipeline using tools like Google Analytics, FullStory, and Segment to understand customer acquisition journey

### **Founder, Developer, Designer at Travel Time** DEC 2016-DEC 2019

- At 16, I designed and coded the industry leading airport security line monitoring iOS app (downloaded 35,000 times), was featured on Product Hunt, and brought on partners like Lyft, LoungeBuddy, and Grab Airports
- Created designs in Figma, created digital UX with Swift, and stood outside of airports to test product with customers and gather user feedback