

Aadit Risbud

aadit.risbud@gmail.com | (925) 621-9125 | <https://www.linkedin.com/in/aaditrisbud>

Education

San Jose State University

Graduation: May 2025

B.S. Business Management Information Systems | Lucas College of Business

- Relevant Coursework: Managerial Accounting, Financial Accounting, Operations Management Fundamentals, Database Management Systems

Experience

Coreware Group - Partnerships Manager [San Jose, CA]

Jun. 2023 - Present

- Utilized strong communication and negotiation skills to successfully facilitate onboarding for over 20 clients, securing initial meetings with officials and delivering compelling pitch decks to a diverse range of organizations, including start-ups and Fortune 500 companies.
- Demonstrated proficiency in CRM tools, specifically Hubspot, Seamless.AI, and Apollo, to efficiently identify potential clients, conduct in-depth research, and initiate outreach as the initial point of contact.
- Displayed leadership capabilities by leading a team of interns, effectively delegating responsibilities and driving the closure of high-value deals amounting to over \$100,000.

SJSU Consulting Program - Senior Consultant [San Jose, CA]

Aug. 2022 - Present

- Spearheaded a comprehensive analysis of InspiredBy Studio's background, financials, and prevailing market strategies, employing advanced techniques such as SWOT analysis, competitor analysis, and foot traffic analysis.
- Strategically utilized buyer personas to craft bespoke product offerings, precisely tailored to diverse target audiences, instilling a customer centric focus that significantly enhanced customer satisfaction and loyalty.
- Delivered meticulous on-page and off-page SEO recommendations, resulting in a substantial increase in InspiredBy Studio's online visibility and an expanded market reach, driving notable improvements in website traffic and conversions.

J.Crew - Sales Associate [San Jose, CA]

Oct. 2022 - Present

- Maintained a customer-oriented environment by consistently delivering prompt and exceptional service to an average of 400+ shoppers daily.
- Engaged with an average of 30 customers daily, utilizing targeted questioning techniques to assess their needs effectively, resulting in improved customer satisfaction and increasing sales by 11%.
- Proficiently managed transactions totaling upwards of \$10,000 through cash and credit using point-of-sale systems, ensuring accurate accounting and meeting customer needs.

Independent Projects

AirBnB Analysis - Tableau Project

- Utilized Excel to perform statistical tests and inferential analysis, uncovering correlations between variables such as property type and rental prices, contributing to strategic decision-making.
- Designed dynamic and interactive dashboards in Tableau to visualize housing price distributions, geospatial patterns, and key property features, enhancing data comprehension for stakeholders.

Bike Sales Analysis - Excel Project

- Proficiently formatted and cleaned over 5000 data points using advanced Excel functions and data manipulation techniques, resulting in optimized data accessibility and enhanced readability for stakeholders.
- Developed dynamic visualizations by utilizing data visualization tools and programming languages to create real-time updates, enabling in-depth analysis of key performance indicators, including average income per purchase, customer age brackets, and commuting patterns.

Ear Heart Rate Monitor - Biomedical Engineering Project

- Led the conception and execution of a proof of concept for an Ear Heart Rate Monitor, highlighting its viability as a wearable medical device.
- Collaborated effectively with a 4-member team, utilizing AutoCAD and 3D printing to produce a functional prototype, showcasing meticulous attention to detail and accuracy.
- Utilized Python programming to develop a user-friendly companion app, enhancing the device's functionality and overall user experience.

Skills

- Languages/Technologies: Tableau, MySQL, Java, Python, HTML, CSS, Microsoft Excel.
- Skills: Data Visualization, Data Cleaning, Microsoft Office, Goal Setting, Critical Analysis, Easily Adaptable.
- Organizations: Software & Computer Engineering Society (SCE), SJSU Computer Science Club, Management Information Systems Association (MISA), Marketing Association (MA).
- Continuous Learning: Salesforce Administrator Certificate, Tableau Essentials (LinkedIn Learning), Excel Essentials (LinkedIn Learning), SQL Essentials (LinkedIn Learning).