

# RONITH RANJAN

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## EXPERIENCE

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### Senior Business Analyst

September 2024 – Present

*McKinsey & Company*

*New York, NY*

- Led development of RAG-powered agentic sales tool as product owner, managing 3-person team across sprints to automate B2B outreach and prospect research, demoed to 15+ clients with multiple converting into new studies
- Developed growth playbook to transform a leading semiconductor player's IoT capabilities toward the physical AI opportunity, prioritizing and sizing 3 of 11 verticals that were funded by EVP
- Strengthened and applied AI risk disruption framework for 2 SaaS PortCos (evaluating moat strength, pricing resilience, and competitive exposure) to inform a PE firm's investment decision and asset-prioritization strategy
- Built app rationalization model across 4K+ enterprise apps and 6 BUs, identifying \$100M+ in savings and agentic AI capability gaps, and led global tech-hub location analysis for F500 CIO overseeing \$1.5B IT spend

### Engineering Director

May 2022 – May 2024

*Forge*

*Charlottesville, VA*

- Designed and built recruiting platform MVP for 750+ students and 120+ companies, enabling 15% faster match rate
- Founded tech consulting branch for short- to medium-term projects around University community, increasing engineering revenue by 22%
- Taught 71 students software engineering skills through a 140-hour course in preparation for their 9-week internship

### Product Manager Fellow

June 2024 – August 2024

*City of Boston*

*Boston, MA*

- Selected from an applicant pool of 4.5K+ with an acceptance rate of 2% as part of the Coding it Forward Fellowship, a program that empowers early-career technologists to explore technology careers in government
- Conducted initial user and event explorations on 13K+ monthly users of the open data portal, reducing average of number clicks to reach popular datasets

### AI Economics Research Assistant

May 2022 – September 2022

*Economics Department at UVA*

*Charlottesville, VA*

- Collaborated with editors of upcoming *Oxford Handbook of AI Governance* on editing podcast episodes and chapter summaries for 10+ chapters on AI related issues from governance to risk mitigation
- Built a web scraper tool to collect email and publishing data on over 1.5K+ economists from RePEc

### CS Teaching Assistant

January 2021 – May 2023

*Computer Science Department at UVA*

*Charlottesville, VA*

- Substituted for professor and taught 4 different, hour-long lectures with short notice

### Full Stack Software Engineer Intern

June 2021 – August 2021

*Curiosity Stream*

*Silver Spring, MD*

- Built metadata management tool for recommender system's 4K+ tags and 3K+ titles, reporting to CTO

## EDUCATION

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### University of Virginia

August 2020 – May 2024

*BA Computer Science, Political & Social Thought, Economics (Minor); GPA: 3.98*

*Charlottesville, VA*

- Completed 100-page **thesis** examining the relationship between computational technology and state power
- **Activities:** Echols Scholar (Top 5%), Jefferson Literary and Debating Society, University Judiciary Committee, Senior Resident in Housing & Residence Life
- **Neo Finalist 2023:** One of 150 students selected in the nation from 1000+ for CS skills and passion for startups
- Awarded scholarship for United States Senate Youth Program as one of two delegates for Virginia
- **Published Paper in Journal:** Analyzed current UVA data ecosystem and created recommendations for building a student-run open data community based on past successful models

### Thomas Jefferson High School for Science and Technology

August 2016 – June 2020

*Student Body President and Class President; National Merit Finalist; GPA: 4.42*

*Alexandria, VA*

## SKILLS

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**Technical:** Python, C++, JavaScript, HTML/CSS, Java, R

**Languages:** Spanish (Fluent), Hindi (Conversational)