

**EDUCATION**

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**University of Cambridge, BA and Masters (MEng) – Information & Computer Engineering** **2014 – 2018**  
**First Year Grade: 1<sup>st</sup>, Second Year Grade: 1<sup>st</sup>, MIT GPA: 5.0/5.0, Masters Grade: Distinction**  
**Extracurriculars:** Hackbridge – Co-founder; Cambridge University Eco Racing (solar vehicle racing) – Business Manager; Bangla Society – Secretary

**Massachusetts Institute of Technology, Cambridge-MIT Exchange – Computer Science** **2016 – 2017**  
**GPA: 5.0/5.0, Research Projects:** CPU-based astronaut detection for the ISS; RL for treating sepsis in ICUs (published at NeurIPS '17 ML4H workshop)

**EXPERIENCE**

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**Pencil, San Francisco: (Edtech startup) – Product Manager** **Sept. '21 – Present**

- Working with Pencil's CEO to manage our end-to-end user experience. Codified feedback from user interviews, and used insights to pivot Pencil's go-to-market to focus on one product, allowing us to ship our highest priority features more quickly
- Led a team of 6+ designers and engineers to build a "Google Docs" for teachers; this has since become a key product differentiator
- Increased first user conversion rates to a second session from 15% to 22% by improving various aspects of user onboarding
- Built Pencil's data engineering and reporting system, automating the calculation of internal KPIs and simplifying product analytics

**Pathao, Dhaka: (Bangladeshi super-app) – Product Manager, initially full-time through the Alter Fellowship, then part-time** **Sept. '20 – Present**

- Launched Bangladesh's first consumer buy-now pay-later solution, with 15,000 active users and 70% share of digital payment transactions on Pathao within 30 days of launch. In parallel, led the design of Pathao's payment wallet, due to launch in Q1 2022
- Led a data science team to increase food search conversion by 10% using trained embeddings, and completed a complex GPS ping denoising and mapping task that was 12 months overdue within just 1 month
- Reduced ride non-acceptance by 10% and 2x'd our response speed to market conditions by redesigning our surge-pricing system from scratch. Our system also produced better price parity with competitors (e.g., Uber) in high-demand scenarios
- Saved 10s of hours of operations time weekly with a 60+% success rate by piloting a system to automatically track and improve supply quality; this system has since been rolled-out across Pathao's business verticals.
- 3x'd the number of monthly marketplace experiments by creating a tool to standardise and automate experiment tracking
- Increased usage of our loyalty points product by 10x (from 0.5% to 7.5% of active users), while maintaining positive margin. Launched a feature to allow users to redeem discounts with retailers, and led a team to organise partnerships with 40+ brands across Bangladesh
- Increased the ROI of acquisition marketing campaigns by 150% through the analysis of Pathao's customer data

**McKinsey & Company, London: (Management consulting firm) – Associate** **Aug. '18 – Sept. '20**

- Started as QuantumBlack's first undergrad data scientist. Moved to generalist consulting and was promoted to post-MBA level in 1 year
- Managed a team of 5+ colleagues to help a \$XXbn telecoms OEM use analytics in their networks. Identified improvements to the client's product strategy, and proposed initiatives projected to cut costs by up-to 20% (>\$10m p.a.); project was presented to the client's board
- Delivered analysis with presidential-level visibility on a project to support a government's COVID testing operations; additionally, worked on McKinsey's COVID response team, providing insights on medical, drug, and hospital bed supply gaps for 20+ public and private clients
- Developed and presented strategic roadmaps for 20+ digital and analytics use-cases (with >10% EBITDA impact) across various subdivisions of an energy major. Our proposals kickstarted successful company-wide transformations
- Co-authored McKinsey's first academic papers in machine learning, published at ICLR's DebugML & ICML's AIFSG workshops in 2019
- Realised \$25m revenue uplift annually for a major UK bank through helping them reprice their invoice financing product for SMEs
- Analysed multiple public data-sources in a proof-of-concept study to formulate the marketing strategy for a \$bn in-trial drug targeted for launch in 2023. Our approach was then scaled to the client's entire drug pipeline

**EXTRACURRICULARS**

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**McKinsey Venture Academy: Student Social Enterprise Accelerator; Co-lead; <https://ventureacademy.mckinsey.com/>** **Oct. '18 – Sept. '20**

- Co-ran this competitive mentorship programme for students (100+ annually) at UK universities; successfully launched a series of entrepreneurship lectures with individuals at Entrepreneur First, Oxford's Skoll Centre, and Grameen Impact Investing

**Educational Video Compression: High-fidelity video compression with Computer-Vision; <https://ylgh.github.io>** **Oct. '16 – Dec. '16**

- Created a novel method to compress educational videos by 100x to reduce the data cost of accessing online education; productised and donated our solution to DotLearn, an MIT-based education startup working on a similar problem, which piloted our system in West Africa

**AWARDS AND ACHIEVEMENTS**

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**Scholarships: 2015** - Scholarships to Caius College, Cambridge (awarded for strong academic performance); **2016** - Engineering Leaders Scholarship (1 of 20 in the UK); **2017** – Runners-up, Future of Engineering Prize (2<sup>nd</sup> in the UK)

**Team awards: 2014** - ARM prize; **2016** - 2<sup>nd</sup> place, HackCambridge; Facebook prize, HackMIT; Runners-up, Facebook Global Hackathon; **2017** - MIT 6.S191 project award; Improbable prize, HackCambridge; Microsoft prize, HackMIT; \$5000 MIT Sandbox grant; **2021** - 1<sup>st</sup> place, Axiata AI Hackathon