

KAUSHHAL NARAYANASWAMI KUMARJI

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MBA Candidate with 4+ years enterprise SaaS experience, spanning engineering and cross functional coordination at IQVIA

EDUCATION

University of Southern California, Marshall School of Business – Los Angeles, CA May 2027

Master of Business Administration (STEM)

- Honors: Dean's Merit Scholarship (Full Tuition), GMAT Focus: 685
- Leadership: Marshall Leadership Fellowship Program; Executive VP, High Tech Association; VP Technology, South Asian Business Association

National Institute of Technology – Calicut, India

June 2021

Bachelor of Technology, Mechanical Engineering

- Honors: Graduated First Class; published research in IJSESD on humanitarian supply chain optimization
- Leadership: Placement Representative; Secretary @ Industrial and Planning Forum, NITC; Editor @ NITC Magazine

EXPERIENCE

Uplaud AI

June 2026 – August 2026

Summer Intern, Founders Office

- Owned pilot outreach execution for a WhatsApp native referral and review platform, identifying target accounts and running direct outreach in the Los Angeles MedSpa market.
- Built a tiered outreach pipeline including call scripts, Instagram direct outreach, and a LinkedIn content strategy, managing execution end to end alongside the founding team.

USC Athletics

June 2026 – August 2026

Summer Consultant

- Led a consulting engagement for USC Athletics to identify revenue growth opportunities, delivering a sponsorship strategy benchmarked against peer Big Ten institutions under an academic project timeline.
- Developed recommendations on whether USC should expand its Learfield sponsorship partnership, including a proposed alumni sponsorship tier and expanded corporate outreach targeting the Los Angeles market, presented to program stakeholders as a final deliverable.

IQVIA – Kochi, India (Remote)

August 2021 – June 2025

Software Development Engineer 2

October 2024 – June 2025

- Automated QA sign off and UAT processes by building test scripts that reduced release cycle time from 8 weeks to 5 weeks, directly improving delivery speed across engineering and product teams.
- Served as temporary Scrum Master for one quarter during a gap in Program Manager coverage for a 15-person team, running sprint grooming and planning across 8 sprints in Jira, delivering 75 plus story points while improving sprint velocity 15 to 25 percent through revised sprint planning.
- Led a 4-engineer team through the design, build, and rollout of an enterprise email personalization initiative, coordinating across engineering, product, and client stakeholders to achieve adoption across 8 pharmaceutical accounts including Novartis, Pfizer, AstraZeneca, and Amgen.
- Coordinated with client stakeholders across European markets to navigate GDPR regulatory requirements, establishing a governance framework that unblocked cross functional delivery and enabled rollout across 10 plus platform features.

Software Development Engineer

July 2023 – September 2024

- Managed performance and reliability improvements across 50 plus AWS cloud resources supporting a shared enterprise platform, delivering \$30K in annual value and a 45 percent reduction in load times for thousands of users.
- Partnered with engineering, design, and product teams to translate customer research into prioritized requirements, managing scope and delivery timelines that achieved 85 percent feature adoption across enterprise accounts.

Associate Software Developer

August 2021 – June 2023

- Conducted customer research with 10 plus Clinical Research Organizations, identifying adoption barriers and translating insights into product requirements that improved 90-day customer activation rate from 60 percent to 78 percent.

PROJECTS

Tixr Scout, Venue Intelligence Platform

- Built a multi agent GenAI powered market intelligence platform analyzing 500 plus venues across 98 markets, applying generative AI tools across research, synthesis, and delivery phases to accelerate analysis timelines for 3 priority regions.

Tech Fest 2026, USC Marshall

- Built Tech Fest 2026 from scratch, launching the event website and coordinating audio, food, and logistics vendors for a two-day event. Managed footfall of 500 plus students across two days and generated \$15K in event revenue through sponsorship and ticketing.

SKILLS

- Project and Program Management: Cross functional coordination, stakeholder management, vendor coordination, timeline and scope management, Agile and Scrum delivery, risk identification, Jira, Confluence.
- Technical: SQL, AWS Cloud Infrastructure, Python, Generative AI Tools and LLM Applications.