

ARYAN SONI

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SUMMARY

Product and Project Manager with 3+ years of experience leading cross-functional teams in USA and India to deliver AI-driven solutions and data-centric products. Adept at bridging the gap between technical teams and business stakeholders to translate complex requirements into actionable strategies. Proven track record in enhancing operational efficiency and driving product innovation across diverse industries.

EDUCATION

The University of Texas at Dallas • Richardson, USA

January 2022 - December 2023

Master of Science, Information Technology and Management

Gujarat Technological University • Ahmedabad, India

June 2016 - May 2020

Bachelor of Engineering, Information Communication Technology

KEY ACHIEVEMENTS

- Led a **150+** member team as **President of the UT Dallas Entrepreneurship Club**, organizing high-impact startup events and building strong relationships with VCs, founders, and investors across the Dallas-Fort Worth metroplex.
- Received the exclusive **ITM Impact Award** at **UT Dallas** for demonstrating exceptional leadership, innovation, and contribution to the Information Technology and Management (ITM) program — awarded to **only one** student in the cohort.
- Secured **\$500K** in funding through data-driven stakeholder presentations and strategic outreach at **North Texas Innovation Alliance**, boosting organizational growth and engagement.

WORK EXPERIENCE

AI Consultant | AskGalore • Dallas, USA & Ahmedabad, India

July 2024 – Present

- **Strategic AI Consulting:** Drove the adoption of AI initiatives for key clients by evaluating existing workflows, reducing operational costs by **20%** and improving process efficiency by **35%**.
- **Outbound Prospecting & Lead Generation:** Led a multi-threaded outreach (cold calls, emails, LinkedIn) that generated **50** qualified leads/month and expanded the sales pipeline by **30%** in the first quarter.
- **Cross-Functional Collaboration:** Streamlined AI product development cycles by **25%** through close coordination with engineering, data science, and project management teams, ensuring timely delivery of impactful AI solutions.
- **AI Deployment & Optimization:** Oversaw the end-to-end rollout of machine learning models, enhancing data utilization by **40%** and accelerating decision-making for clients across various industries.
- **3D AI Chatbot Development:** Spearheaded the creation of a cutting-edge 3D AI chatbot for customer support and lead capture, generating a **20%** uptick in qualified leads and increasing user engagement across multiple industries.

Business Analyst Intern | North Texas Innovation Alliance • Dallas, USA

May 2024 – August 2024

- **Data-Driven Decision Making:** Developed interactive dashboards using Tableau, integrating data collected and analyzed with SQL and Excel, resulting in actionable insights that improved product performance by **25%**.
- **Stakeholder Engagement:** Expanded NTXIA's membership by **30%** through strategic partnerships and targeted outreach, securing **\$500,000** in additional funding with data-driven presentation materials.
- **KPI Development:** Established and tracked key KPIs, boosting operational efficiency by **35%** and enhancing decision-making cross-functionally with dashboards and reports.

AI Consultant Intern | Electronic Transaction Consultants • Dallas, USA

August 2023 – December 2023

- **AI-Driven Automation:** Designed an AI-powered document generation system using advanced LLM technology, increasing organizational productivity by **40%**.
- **Explainable AI Development:** Created transparent LLM integration strategy with **95%** stakeholder comprehension, ensuring robust model interpretability and alignment with enterprise AI ethical standards.
- **Regulatory Compliance:** Implemented AI solutions that demonstrated commitment to ethical AI deployment and transparent decision-making processes.

KEY PROJECTS

- **Augmented Reality Fit (ARFit):** Designed and prototyped ARFit, an innovative Augmented Reality application using Figma, enabling users to virtually try-on clothing and accurately determine their size, improving the online shopping experience. (<https://www.aryansoni.in/arfit>)

SKILLS

Core Strengths: Public Speaking, Client Engagement, Stakeholder Management, Strategic Communication, Presentation Skills

Key Tools: Advanced Excel, Tableau, MS Power BI, MS Project, JIRA, Figma, WordPress, GPT-4, Google Analytics

Programming & Libraries: Python (Pandas, NumPy, Scikit-Learn, Matplotlib, SciPy), R, SQL

Certifications: Google Project Management Specialization