

## RAUNAK KUMAR

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### EDUCATION

#### Columbia University, New York, NY

B.A. in Applied Mathematics

**Relevant Coursework:** Calculus-Based Statistics, Applied Statistical Computing, Accelerated Multivariable Calculus, Linear Algebra, Machine Learning, Data Structures, User Interface Design

Graduation: May 2025

Dean's List | GPA: 3.7

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### RELEVANT EXPERIENCE

#### HubSpot

Associate Product Manager (APM)

New York, New York  
September 2025 - Present

- Driving full-stack development with AI agentic workflows alongside design and engineering.
- Collaborating cross-functionally with adjacent teams to execute joint product launches, aligning technical roadmaps with business goals.
- 0 to 1 design of AI-powered customer health models, redefining signals and evaluation metrics to improve churn prediction accuracy. Conducted 20+ customer interviews to synthesize raw feedback into product insights and develop new product strategy.

Associate Product Manager Intern (APM)

June 2024 - August 2024

- Led analysis of 31,000+ customer log-on metrics and competitor data, informing the strategy for a passwordless authentication feature projected to improve log-in efficiency by 70% and reduce 2FA tickets by 40%.
- Wrote product requirements for a 2FA authentication feature, facilitating a 15% increase in user security adoption rate and contributing to a smoother feature rollout.

#### Columbia University Irving Medical Center

Machine Learning Engineer

New York, New York  
September 2023 - May 2024

- Built and evaluated causal forest machine learning models to estimate survival probability for 1,000+ glioma patients.
- Conducted exploratory data analysis to identify high-impact clinical variables, translating findings into interpretable insights for medical stakeholders.
- Focused on model validation, feature importance, and robustness rather than pure accuracy.

#### Stanford Health Care

Clinical Business Analytics Intern

Palo Alto, California  
June 2023 - August 2023

- Analyzed 500+ operational and clinical reports to support migration to Epic Cogito, improving reporting reliability for hospital teams.
- Reduced unused and redundant reports by 60% by mapping workflows and optimizing 2,000+ datasets, improving signal-to-noise for operational decision-making.
- Queried and analyzed 1,800+ IT service reports (SQL) to surface inefficiencies in ticket routing and resolution workflows.

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### LEADERSHIP

#### Morningside Music Society

Founder and Co-Director

New York, New York  
May 2022 - Present

- Founded and scaled a pre-professional society to 30+ members, connecting Columbia musicians with non-music career opportunities.
- Led 10+ fireside chats with industry professionals, inspiring members to explore diverse career paths and increasing member satisfaction by 25%.
- Built and maintained relationships with 10+ New York arts clubs and museums, fostering partnerships for collaborative events.

#### Give Bach Concert Series

Founder and Co-Director

Atlanta, Georgia  
May 2020 - August 2020

- Recruited and coordinated 40 professional musicians for a multi-week fundraising concert series.
- Created a digital platform (website, YouTube, Instagram) with 1,000+ followers, increasing event visibility and donor engagement.
- Raised \$6,000+ in two months for Oxfam America and the Innocence Project; recognized by the Atlanta Symphony Orchestra.

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### PROJECTS

#### Airline Fleet Allocation Optimization

December 2024

- Built a Bayesian optimization system to support aircraft allocation decisions under real-world operational constraints.
- Modeled tradeoffs across profitability, flight frequency, and crew limits for 11 airlines across 20 routes.

#### Anonymous Professor Ranking App

December 2024

- Led end-to-end product development of a web-based ranking platform, from user research and UI prototyping (Figma) to full-stack implementation.
- Designed workflows to ensure anonymous feedback integrity and ease of use for non-technical users.

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### SKILLS

**Product:** PRDs, Roadmapping, User Discovery, A/B Testing, Stakeholder Alignment, ChatGPT, Claude Code, LLM Prompt Engineering

**Data & ML:** Model Evaluation, Feature Selection, Experiment Design

**Frameworks:** NumPy, Pandas, Scikit-learn, Seaborn, Matplotlib, Flask, React

**Classical Music:**

- Performing violinist based in New York City; concertmaster of Camerata Notturna, with appearances at the Carnegie Hall, Kennedy Center, Alice Tully Hall, and Kulturpalast Dresden
- YoungArts Foundation awardee and first-prize winner of the GMTA String Competition; featured on NPR, WQXR, Texas Public Radio