JAY BASU

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EDUCATION

The University of Texas at Dallas **May 2028**
Bachelor of Science, Computer Information Systems **Overall GPA: 3.9/4.0**
• Dean's List, Academic Excellence Scholarship, Presidential Achievement Scholarship
• Relevant Coursework: ITSS 3300, ITSS 3311, MATH 2419, Quantitative Business Analysis

WORK EXPERIENCE

IBM – *AI Sales Specialist Intern* **May 2026 – August 2026**
• Architected agentic AI solutions leveraging LLMs, owning the technical validation across enterprise client evaluations
• Led discovery workshops across 80+ accounts, translating complex AI requirements into prioritized product roadmap features
• Engineered an autonomous IBM agent using AI APIs, increasing outreach efficiency 15% while tracking success

Balfour Beatty Investments – *Product and Marketing Coordinator* **August 2025 – December 2025**
• Analyzed customer data and market trends to refine pricing strategies, improving lead-to-lease conversion rates by 25%
• Developed Entrata CRM workflows and process documentation, reducing application time by 30% across leasing operations
• Coordinated cross-functional teams to design client experience initiatives, strengthening satisfaction and retention by 20%

Sell Side Group – *M&A Business Development Consulting Intern* **May 2025 – September 2025**
• Researched and evaluated 200+ acquisition targets across B2B SaaS and industrial sectors, contributing to $120M in active deal flow
• Produced 10+ CIMs and pitch decks with ROI analysis to C-suite executives, presented analysis and buyer-side rationale to clients
• Maintained CRM pipeline of 500+ prospects, increasing lead conversion by 23% through refined outreach and messaging

City of Austin – *IT Financial & Data Systems Analyst* **June 2025 – August 2025**
• Engineered Power BI/Tableau dashboards analyzing $8.03B IT budget, cutting reporting 40%, flagging $2M+ optimizations
• Automated Excel workflows to track and analyze $200M+ in departmental expenses, accelerating response time by 50% citywide
• Developed predictive budget models using Power BI that improved forecast accuracy by 20%, adopted citywide by IT leadership

ACADEMIC PROJECTS AND COMPETITIONS

Autonomous Prediction Market Bot - Quantitative Trading Product **May 2026 - Present**
• Architected end-to-end product lifecycle for LLM-powered data ingestion using quantitative and machine learning strategies
• Developed algorithmic execution logic and NLP-driven signal scoring models to eliminate manual operational market friction
• Optimized autonomous agent trade execution to identify mispriced positions and execute live trades with 79% accuracy

BudgetCents - 1st Place Hackathon Winner **November 2024**
• Designed product models in Excel to automate forecasts, cutting manual reporting by 60% and streamlining AKPsi operations
• Built dashboards and data visuals to highlight payment trends and cash flows, driving smarter decisions for 100+ members
• Owned end-to-end product strategy and final pitch, securing 1st place among 100+ teams in a 24-hour fintech hackathon

Creation of Veteran-Specific Chatbot for CVS Health **October 2024 – November 2024**
• Conducted research and interviews with veteran users to define the scope, prioritize features, and address core service pain points
• Designed and prototyped generative AI chatbot on WatsonX LLM with ERP backend, cutting response lags 40% organization-wide
• Partnered with engineers to ship MVP, iterating through QA and rollout, reducing new user onboarding time by 35%

LEADERSHIP EXPERIENCE AND ACTIVITIES

Product@Dallas – *President*; Dallas, Texas **January 2026 – Present**
• Leading UTD's premier product management organization by managing executive operations and curriculum for 200+ members
• Orchestrating a comprehensive mentorship program featuring leaders from Google and Amazon to increase internship placement
• Facilitating networking events and panels with Fortune 500 product managers for an audience of 150+ student participants

Executive Board – *Alpha Kappa Psi Rush Recruitment Head;* Dallas, Texas **November 2025 – Present**
• Spearheaded all recruitment cycles and rush events, managing logistics for 150+ participants and increasing turnout by 35%
• Developed a comprehensive multi-week recruitment strategy and marketing plan, ensuring end-to-end coordination of all events
• Facilitated 50+ interviews and multiple professional showcases to select new members, leading outreach to a pipeline of hundreds

ADDITIONAL INFORMATION

Technical Skills: Python, SQL, Salesforce, Slack, Figma, Jira, Confluence, Tableau, Power BI, Agile, MS Excel, PowerPoint
AI & Data: LLMs, NLP, Machine Learning, Generative AI, Agentic AI, AI APIs, Data Architecture, Autonomous Agents
Certifications: Salesforce Agentblazer Champion, AI & Agentforce Badges, Google Cloud Generative AI, Meta Data Analytics
Interests: Taekwondo instructing (9 years experience), Building PCs, Fitness, Car Enthusiast, R&B Music
Work Eligibility: Eligible to work in the U.S. with no restrictions
Languages and Fluency: Fluent English, Basic Hindi