

Ishan Dhodapkar

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EDUCATION

Babson College

Bachelor of Science in Business Administration

Wellesley, MA

Aug 2023 – May 2027

- **Academic Honors:** DEANS LIST (4x)
- **Relevant Coursework:** Predictive Analytics, Digital technologies, Principles of Finance, Foundations of Analytics, Intro to SQL, Intro to accounting
- **Activities:** Consulting Club head of recruitment, Chess Club, Personal Blog (280 newsletter subscribers)

PROFESSIONAL EXPERIENCE

Growth

Aug 2025 – Present

Aspora (Backed by Sequoia capital)

Remote

- Led core acquisition channels end-to-end, designing and running structured growth experiments on funnel flows, incentives and feature discovery
- Conducted user interviews with US senders, uncovering trust and payment friction points and recommending product changes that increased new users created by 3%
- Supporting Aspora's US launch by managing key growth workstreams, helping surpass \$20M+ TPV, 5,000+ NTUs, and 10,000+ NUCs.

Product Management Intern

May 2025 – Aug 2025

Novolex

Chelmsford, MA

- Conducted competitive benchmarking and stakeholder interviews to identify unmet customer needs in workflow automation, informing prioritization in product roadmap.
- Wrote product requirement documents (PRDs) and defined success metrics for three initiatives, aligning engineering, analytics, and operations on scope and outcomes

Product & Growth Intern

Jan 2024 – August 2024

HELIO

Remote

- Analyzed product and engagement data to identify retention bottlenecks and growth opportunities, informing roadmap decisions and user acquisition strategy as HELIO scaled to 2,500+ users.
- Scoped and wireframed new homepage experiences in Figma, working with engineering and design to clarify user flows and requirements.
- Led iterative user testing with student users, using insights to refine feature requirements

Projects

UX Research & Product Discovery – Referral Experience

Sept 2025 – Oct 2025

Aspora

Remote

- Led UX research across 70 U.S. based users to understand referral behavior, trust barriers, and in-app discovery patterns for Aspora's referral program
- Conducted qualitative interviews and synthesized findings into actionable UX and product recommendations.
- Informed product improvements including referral status tracking, real-time transfer feedback, and trust-building UI cues

Co-Founder - Applywise

Nov 2025 - Present

Personal Project

Remote

- Building Applywise, an AI-powered college application assistant that guides students through essays, school selection, and application strategy by analyzing past successful profiles
- Built full-stack platform and deployed MVP in 3 months serving 50+ students

Leadership & Campus Involvement

Head of Recruitment — Undergraduate Consulting Program (UCP)

Jan 2025 – May 2025

Oversaw recruitment and outreach for Babson's student-led consulting program

Wellesley, MA

- Led recruitment for Babson's Undergraduate Consulting Program, organizing info sessions and managing applicant outreach
- Reached out to companies to source real-world consulting projects, helping bridge student teams with industry partners

Skills: SQL, R, Excel, Figma, Notion, Canva, n8n, Cursor