

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) | **Cumulative GPA:** 3.52
- **Relevant Coursework:** Predictive Analytics, Digital technologies, AI Web Development, Principles of Finance, Entrepreneurial Opportunities in AI, Negotiations
- **Activities:** Chess Club, Babson Music Collective, Phi Delta Theta Fraternity

PROFESSIONAL EXPERIENCE

Product Marketing Intern

May 2026 – Present

OpenGov (Leader in GovTech)

Boston, MA

- Drove product marketing and GTM for three product lines, working directly with sales teams to shape messaging & positioning, sales enablement, and competitive intelligence
- Served as a junior PMM for OpenGov's new ERP product launch, helping with messaging and sales enablement content
- Built an AI quality-assurance system that validates sales content against four checks before it reaches the sales field

Growth & Strategy Intern

Aug 2025 – Feb 2026

Aspora (FinTech Backed by Sequoia capital)

Remote

- Analyzed user data from Mixpanel using SQL to establish a source of truth for daily metrics, driving data-informed decisions to refine growth strategies.
- Synthesized behavioral insights from 55 user interviews into UX improvements, reducing payment friction to increase new user conversion by 17% and contributed to \$20M+ in total payment volume

Product Management Intern

May 2025 – Aug 2025

Novolex

Chelmsford, MA

- Conducted stakeholder interviews across operations, analytics, and engineering to surface pain points in how internal teams tracked and acted on operational data.
- Translated those findings into documented product requirements for an internal operational-data tool, prioritizing needs across business functions.

Co Founder

Feb 2026 – Present

Ivy Devs - AI forward-deployment studio for small businesses

Wellesley, MA

- Co-founded Ivy Devs and operate as its sole forward deployed engineer, embedding with clients across USA, India and Africa. We isolate their workflows, then design, build and ship AI automations directly into their existing tools.
- Own the full business side of Ivy Devs, scoping, pricing and staffing every engagement, and grew the company to consistent monthly revenue within 4 months of launch

Projects

Campus Course Insights

Aug 2025 – Sept 2025

Web app

Remote

- Developed and launched a course-rating platform using no-code tools, providing students with peer-driven data on class difficulty to fill the gap left by biased and subjective professor reviews
- Grew the platform to 100+ student-submitted reviews across 75 courses within the first month

Leadership & Campus Involvement

Head of Recruitment — Consulting Club

Jan 2025 – May 2025

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: Notion, n8n, Cursor, AI workflow design, PRDs, Excel, LLM Integration, SQL, Process design