

Simren Singh

(301) 919-8344 • simren01@umd.edu • LinkedIn • Washington D.C. Metro Area

EDUCATION

University of Maryland, Smith School of Business

Master of Business Administration; Technology Management Graduate Certificate & AI Specialization

College Park, MD

May 2026

- Forte Fellow & Smith Scholar merit-based scholarship awarded
- VP of Operations & Marketing of Net Impact Club UMD Chapter
- Winner of 2024 Stock Pitch Competition hosted by the Finance & Venture Capital Association
- Relevant Courses: Operations Management, Strategic Management, Data Mining & Predictive Analytics, Decision Analytics, Financial Management I & II, Valuation & Corporate Finance, Global Economic Environment, Project Management

University of Maryland

Bachelor of Arts, Criminal Justice and Criminology

College Park, MD

June 2020

EXPERIENCE

BioBuzz Networks

Ecosystem Fellow through the Maryland Technology Ecosystem Program

Baltimore, MD

August 2026 — Present

- Analyze operational data across life science and pharma employers within Research Triangle Park, North Carolina to identify workforce trends, hiring surges, and operational milestones; build and maintain a structured database to increase ecosystem engagement, improve data classification, and optimize workflows using artificial intelligence tools.
- Partner with cross-functional teams across Marketing, CRM, and employer coalition partners to identify bottlenecks and implement scalable solutions connecting employer intelligence to newsletter pipelines, resulting in positive placement outcomes and growing revenue.

The Global Consortium of Political Analysts

MBA Leadership & Management Rotational Associate Internship

Alexandria, VA

July 2026 — Present

- Built out the Monitoring, Evaluating, and Learning business unit within Grants & Contracts by coaching and collaborating with research teams globally and creating training materials to submit \$10M+ of grant submissions in the pipeline.
- Scaled onboarding within the HR division from a capacity of 88 to 2,000 employees, reducing onboarding time from 1 month to 1 week through process improvement and technology implementation in conjunction with the Data Science Team.

Center of Social Value Creation Impact Consulting Fellowship

Team Lead

College Park, MD

February 2025 — May 2025

- Led a cross-functional team of undergraduate, master's, and PhD students to develop a scalable subscription service for a solar energy startup (Venki Energy), providing pro-bono consulting for B-corporations and for-profit impact-driven corporations.
- Outlined a long-term growth strategy with three recommendations—pricing optimization, targeted customer education, and partnership marketing—providing data-driven insights to enhance revenue streams by an estimated 25% and long-term client retention.
- Performed demographic segmentation of 500+ potential customers, revealing high-conversion target segments; proposed and produced a localized marketing campaign projected to increase adoption by 15–20% in pilot regions.
- Identified a projected \$4.5K lifetime loss per solar installation via a 25-year Excel financial model integrating federal and state incentives, and developed a revised pricing strategy that would at a minimum achieve cash-flow breakeven.

SimAbh Inc. t/a Mayfair Liquors

Owner

NW Washington, DC

March 2020 — April 2024

- Managed over \$2M annually of inventory, including during the pandemic, by integrating ERP systems, buffer stock protocols, and procurement planning to improve supply chain logistics in the warehouse.
- Obtained a tasting license and engaged in strategic pricing and product placement; created a structured customer education program by leveraging a relationship with key supplier Southern Glazer to make Lobos Tequila the #1 seller in the Northeast region of the United States.
- Conducted strategic market analysis and implemented creative problem solving by increasing the supplier base, introducing 50+ SKUs of tequila, and diversifying products to provide a buffer against supply chain shortages during the COVID-19 pandemic; expanded the customer base by 20% over four years and elevated the business to the top 30 spirit retailers in Washington, DC.
- Managed and trained employees across multiple software platforms and best practices for customer service to maintain high customer retention and satisfaction.
- Developed and executed a digital transformation strategy by launching and maintaining online sales platforms (Uber Eats, Drizly, Grubhub, and Postmates) from zero to add revenue streams, reach new demographics, increase profit by a weekly average of 15%, and optimize in-store fulfillment channels.
- Introduced sports betting services, boosting lottery sales to among the top 7 off-premise retailers in Washington, DC while reducing churn by targeting a younger customer demographic and improving customer experience.

Office of the Attorney General

Summer Intern

Washington, DC

June 2021 — August 2021

- Collaborated with attorneys to review discovery files, witness statements, interrogations, interviews, and crime scene footage to identify key insights, strengthen prosecutorial strategies, and enhance decision-making across multiple cases.
- Conducted legal research using LexisNexis and Westlaw on relevant precedent and statutes, drafting legal documents including legal memos and Gerstein affidavits to provide supervising attorneys with timely analysis supporting prosecution.

Office of the Public Defender Prince George's County

Summer Investigative Intern

Upper Marlboro, MD

June 2019 — August 2019

- Played a key role in gathering evidence at the scene by locating and interviewing witnesses, serving subpoenas, and gathering other evidence as directed by attorneys, supporting timely case resolutions and favorable outcomes for clients.

SKILLS

Data & Analytics: Excel, Tableau, Power BI, R Studio, SPSS, Data Mining & Predictive Analytics | **Business & Operations:** Strategic Financial Management, Supply Chain ERP Systems, CRM, Project Management, Jira, Confluence, Monday.com, Project Libre | **AI & Technology:** Claude, Replit, Lovable, Canva, SharePoint | **Other:** Word, PowerPoint, LexisNexis, CAPM (PMI, 2026), PMP in progress

CLUBS AND OTHER EXPERIENCE

Member of: Supply Chain

Winner, Vibe Coding Event at the Agentic AI: Innovators Summit: Women and Allies Pioneering the Future with AWS