# Mujgan Aghazada

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## EDUCATION

**Purdue University**                                                                                              West Lafayette, IN

Bachelor of Science in Industrial Engineering | Applications in Data Science                    **Expected Dec 2025**

**Coursework**: Data Structures, Information Engineering, Cloud Computing, Negotiations, Machine Learning
**Involvement**: National Society of Sales Engineers, Society of Women Engineers, The Data Mine

## EXPERIENCE

**UiPath**                                                                                                                         New York, NY
*GTM Sales Operations Intern*                                                                                       Jun 2025 – Aug 2025
- Led discovery sessions with presales teams to identify opportunities for automation and authored 3 solution design documents to support UiPath platform rollout across GTM functions
- Analyzed Salesforce metadata of 1200+ fields using Python to flag low-usage fields and revamp object layouts
- Advised presales teams on Salesforce platform questions, delivered ad-hoc reports to support platform adoption
- Delivering demos for 5+ new internal automation agents, driving enablement and adoption across GTM teams
- Shadowing Sales Engineers weekly in discovery calls and demos to support in identifying customer pain points

**Purdue University**                                                                                              West Lafayette, IN
*Salesforce Implementation Intern (Part-Time)*                                                            Feb 2025 – May 2025
- Delivered real-time support and troubleshooting for 15+ stakeholder issues/week through stakeholder office hours
- Built 5+ dashboards and migrated 10K+ records per sprint to support departmental analytical and reporting needs
- Authored 3 internal process documents on Salesforce processes to streamline team onboarding and platform adoption

**Cummins Inc.**                                                                                                           Brooklyn, NY
*Strategy Analytics Intern*                                                                                          May 2024 – Aug 2024
- Built SQL-based technician profitability data model & Power BI dashboard, uncovering $1M+ in discrepancies
- Presented demo of dashboard to 10+ senior leaders, driving visibility into sales KPIs and highlighting use-cases
- Created Power BI reports for 20+ customers using SQL, aligning reporting solutions with stakeholder needs
- Developed ETL pipelines using Python using REST APIs to migrate 1M+ records to Oracle data warehouse
- Implemented SQL stored procedures to calculate repair times from logs, improving billing accuracy by 18%
- Advised sales teams across pre- and post-sales functions to align reporting solutions with business needs

**Amazon**                                                                                                                       Bellevue, WA
*Systems Engineering Co-op*                                                                                         Jan 2024 – May 2024
- Led live training and product demos for 15+ end users on a new system, strengthening internal platform adoption
- Redesigned internal ticketing tool used by 4 departments by analyzing metadata, improving resolution time
- Recognized company-wide for embodying 'Customer Obsession', 'Earning Trust', and 'Learn and Be Curious' principles

## LEADERSHIP AND INVOLVEMENT

**Purdue National Society of Sales Engineers** | Executive Board Member                    *Nov 2024 – Current*
- Developing skills in sales engineering, storytelling, and selling for SaaS and enterprise tech
- Led SaaS-focused technical case studies and workshops simulating presales engagement for 40+ students

**Caterpillar – Purdue Data Mine** | *Data Science Researcher*                                  *Aug 2024 – May 2025*
- Designed an LLM-powered dashboard enabling real-time machine data insights, reducing analysis time by 40%
- Built full-stack solution with React.js UI, GH5-to-CSV conversion, and real-time machine data visualizations
- Fine-tuned LLM agents with domain-specific prompts to improve end-user trust and adoption

**Purdue IT** | *IT Support Specialist*                                                                          *Jan 2025 – Feb 2025*
- Resolved 20+ daily software, hardware, and account access issues; documented solutions in a knowledge base
- Provided real-time, customer-focused troubleshooting, leveraging monitoring tools to minimize downtime of IT resources

## SKILLS AND CERTIFICATIONS

- **Languages**: Python, SQL, R, DAX, HTML/CSS, JavaScript
- **Platforms/Concepts**: Salesforce, Power BI, Tableau, Visio, ETLs, RPA, REST APIs
- **Certifications**: Workato Enterprise Automation, AWS Certified Cloud Practitioner (In Progress)
- **Interests**: Public Speaking, Tennis, Film Photography, Coffee