

Pranav Akshat

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EDUCATION

University of Texas, Dallas — Naveen Jindal School of Management - Richardson, TX	August 2026
Bachelor's Degree	GPA: 3.7/4.0
Major: Business Analytics & Artificial Intelligence	
Indiana University — Kelley School of Business - Bloomington, IN	2022 – 2023
Freshman Year	
Major: Entrepreneurship & Corporate Innovation	GPA: 3.8/4.0

WORK EXPERIENCE

SERFIS - Dallas, TX	February 2026 – Present
Founder & CEO	
- Led Berkshire Hathaway pitch meetings for a potential eight-figure annual deal, showing enterprise sales strategy and discovery. - Developed and launched 4 AI sales products in 6 weeks, turning customer pain points into production-ready tools. - Built a fully autonomous AI work stack to manage product architecture, outreach, operations, and execution across the business.	
Spinnaker LLC - Boston, MA	Dec 2025 - January 2026
Strategy Consulting Intern	
- Developed strategic plan to launch a new service increasing company valuation by \$5B, positioning for a higher value acquisition. - Analyzed org structure to eliminate redundant roles and optimize hierarchy, surfacing AI automation opportunities across the firm. - Delivered slide decks and dashboards translating strategic findings into executive-ready action items for client leadership.	
Lexus North America - New York, NY	May 2025 - August 2025
Business Co-Op	
- Created promotional campaign for US Northeast dealerships, which increased website CTR by 20% over the period of the campaign. - Supported field team with market research, financial analysis, and key performance metrics for regional and national dealerships.	
Toyota North America - Dallas, TX	January 2025 - May 2025
Business Co-Op	
- Led ordering for the Toyota Camry supplying 30,000+ units/month, assisting the generation of \$1.3B in Q1 2025 revenue. - Managed milestones for the first-ever Toyota RAV4 export from Canada to Colombia, ensuring on-time delivery at every stage. - Spearheaded root cause analysis on a prior vehicle design phase, identifying components causing production delays.	
Toyota North America - Dallas, TX	August 2024 - December 2024
Business Co-Op	
- Co-designed a training improvement project for export managers in non-US territories, increasing program effectiveness by 25%. - Guided mitigation of supply constraints to European & Caribbean export markets through the development of forecasting models. - Managed a model-year accessory documentation project for 1 month, coordinating efforts across 8 departments at Toyota.	
Spinnaker LLC - Boston, MA	May 2024 - August 2024
Business Development Intern	
- Compiled 45+ research reports covering market size, products, services, and financials for client leadership teams. - Researched the insurance sector to build internal benchmarks and key firm metrics that informed client-facing strategy.	
Fine Tune Expense Management - Chicago, IL (Remote)	August 2023 - May 2024
Business Development Intern	
- Sourced and processed leads generating \$250K+ in gross revenue through the sales pipeline as a Business Development Intern. - Identified strategic partners and led negotiation calls to successfully close deals across the full sales cycle.	

LEADERSHIP EXPERIENCE

Phi Gamma Nu Professional Business Fraternity - Richardson, TX	May 2024 - December 2024
President	
- Led execution of the fraternity's strategic vision, driving long-term organizational goals and strengthening brotherhood. - Managed and coordinated chapter operations, networking events, and workshops to enhance their networking and professionalism.	
Transfer Mentor Program - Richardson, TX	August 2023 - May 2025
Vice President	
- Organized monthly mentor meetings to train TMP members on effective mentorship skills and professional development. - Built a DBMS tracking financials, engagement, and retention rate with automated reporting for TMP leadership.	

PROJECT EXPERIENCE

AI Stock Analyst — Multi-Model Market Tracker -Personal Project	April 2026
Creator & Developer	
Built 5-model AI stock analyst (Claude, GPT-4o, Grok, Gemini) with 12 live data feeds and automated daily picks via Railway.	
EHS Momentum — AI Chatbot Strategy -UT Dallas JSOM Capstone	January 2026 – May 2026
Architecture & Strategy Lead	
Built a RAG chatbot (Pinecone, LangChain, Claude AI) to replace Intercom/Fin, projecting \$120K savings via 3-barrier isolation.	

HONORS & AWARDS

- Eagle Scout, Dean's Scholar, Dean's List (IU & UTD), TIE Scholar Award, and Phi Gamma Nu Entrepreneurship Award.

SKILLS & INTERESTS

Skills: Python, Java, SQL, AWS, Tableau, Power BI, Excel, Pinecone, LangChain, RAG Architecture, Vector Databases, Machine Learning

Languages: Hindi, French, Tamil

Interests: Racing, Travel, DJing, Cooking, Coffee Shops, Journaling, Basketball