Griffin Arkilic

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EXPERIENCE

2022 - Present
Booz Allen Hamilton | AI Technology Scout | Los Angeles, CA

Associate (2024 - Present)
- Designed and implemented a net-new AI tech scouting process by building a multidisciplinary team and modern AI tools, reducing deliverable timelines from months to weeks.
- Conducted hands-on technical evaluations by assembling cross-functional teams of engineers and analysts, leading to two Series A investments with measurable impact on Booz Allen's portfolio.
- Leading the creation of scalable AI and digital products by fostering partnerships with internal teams, and government clients, enabling Booz Allen to expand its offering for our clients.

Senior Consultant (2022-2024)
- Consulted with international clients to align advanced technological recommendations with strategic mission goals, earning recognition for delivering practical, cutting-edge solutions.
- Integrated complex AI technologies into government architectures by collaborating directly with stakeholders to identify mission-critical needs, ensuring solutions were both scalable and secure.
- Delivered a $1M cost-saving recommendation for a cybersecurity client by synthesizing extensive technical research into actionable insights.
- Built a high-performing lead generation pipeline by leveraging a network of industry contacts and employing AI-driven tools, uncovering over 200 investment opportunities and enabling in-depth analysis of 10+ promising companies.

2019 - 2022
FitLab (Acquired previous company Fitplan) | Product Manager | Oakland, CA

FitLab | Product Manager (2021-2022)
- Orchestrated a team of designers, engineers, and fitness experts by leveraging agile principles, enabling continuous delivery of updates and new products tailored to user feedback.
- Validated the MVP for "FightLab" by conducting direct outreach to fitness influencers and gathering early adopters, resulting in $15,000 in pre-purchases and critical market insights.

Fitplan | Product Manager (2019-2020)
- Managed a high-functioning team of engineers and UI/UX designers, working through product iterations, leading to $8M in sales and a 62% boost in retention within one year.
- Navigated the Over-the-top (OTT) market opportunity by conducting user research and aligning executive priorities, culminating in the launch of the Fitplan app on Samsung TV with over 4M downloads to date.
- Raised a successful $4.5M Series A fundraising round by crafting compelling narratives and metrics in collaboration with the executive team, ensuring alignment with investor expectations.

- Elevated Fitplan's app store ratings from 4.2 to 4.8 stars by designing review feedback loops that encouraged user engagement and prioritized customer concerns, propelling the app into the 'Top 100 Health and Fitness' category on the iOS App Store.

2017 - 2019
Research Made | Co-founder | San Luis Obispo, CA
- Built an engineering team to create and launch the initial versions of the Research Made platform, addressing technical and design challenges associated with pioneering a brand-new software solution.
- Introduced and implemented scrum software development practices over a 14-month period, fostering team collaboration and iterative progress that culminated in a functional beta utilized by early adopters for real-world feedback.
- Led a team of web developers over three months, guiding the construction of the Research Made beta using HTML5, CSS, JavaScript, and AWS. Focused on leveraging technical expertise and team strengths to deliver a reliable and scalable prototype on schedule.

2016 - 2017
FirstepForward | Founder | San Luis Obispo, CA
- Secured a seed funding round from a local venture capital firm by pitching a compelling vision for the Firstepforward platform, leveraging market research, user data, and a strategic roadmap to build investor confidence and align funding with long-term growth objectives.
- Designed high-fidelity prototypes and detailed user stories for the entire Firstepforward application.
- Directed a 12-month app development process with a team of engineers to build the Firstepforward iOS app using Swift, ensuring adherence to Apple's stringent development standards and delivering a polished, user-friendly product.

PROJECTS

[Government Budget Analyzer](): Created and trained a customGPT tailored to analyze complex government budgets, identifying and extracting high-impact technologies to inform strategic decisions and investments.
[Financial Analysis](): Developed a robust financial analysis bot capable of parsing public companies' reports, including 10-Q filings, to evaluate market viability and uncover actionable insights.
[Tech Scouting Newsletter Generator](): Engineered a customGPT to craft high-quality, defense-focused newsletters that combined scalability with a unique, engaging voice.
[Mandarin Translator](): Built a bot to efficiently analyze and translate Mandarin documents into English, enabling swift access to critical insights across languages and inform foreign intelligence decisions quicker.

TOOLS & TECHNOLOGIES

Languages/Technologies: HTML, CSS, Javascript, SQL, Git, C#

Frameworks/Libraries: Bootstrap, Tailwind, React, React Native, Unity

AI: Develop AI bots, automations, and solutions utilizing modern AI frameworks and tooling

EDUCATION

Cal Poly, San Luis Obispo | Bachelor of Science in Kinesiology, Minor in Entrepreneurship