

NIKHIL VINOD

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EDUCATION

The University of Texas at Austin - B.S. in Biochemistry (Honors), Business Minor

Graduation: May 2025 | GPA: 3.9

EXPERIENCE

Lantha Sensors – Austin, TX

July 2025 - November 2025

Marketing and Business Development Manager

- Managed **global customer relationships** across **4 countries and 3 continents**, coordinating international logistics and navigating trade policy restrictions to drive cross-border sales growth.
- Conducted 100+ pages of in-depth **market analysis** on analytical instruments and chemical sensing markets, **nuclear reactor design**, benchmarking competitors, identifying whitespace opportunities, and **go-to-market strategy decisions**.
- Led **commercialization planning** for upcoming product launches—developing conference **marketing campaigns**, evaluating partnership opportunities, and aligning technical messaging with target market needs.
- Directed a company-wide **rebranding initiative**, overseeing logo redesign, website restructuring, and new content strategy to enhance **brand visibility and technical credibility** in B2B markets.

Komori Con! – Austin, TX

January 2024 - Present

Co-Founder and Logistics Organizer

- Grew annual attendance by 25% to 1,000+ and **boosted revenue by 40%** through **strategic sponsor partnerships** and audience targeted marketing; specifically developed events to capture expected audience market interest
- Directed logistics, **managed 30+ volunteers**, and led cross-functional coordination for venue, marketing, and programs
- Created **promotional graphics** and managed branding through **social media platforms**, boosting online engagement
- Coordinated relationships with numerous Austin entertainment local small businesses and Asian cultural organizations

Alper Lab at University of Texas at Austin – Austin, TX

September 2023 - May 2025

Undergraduate Research Assistant

- Researched hydrocarbon metabolism in yeast for enhanced **biochemical synthesis** and assimilation with engineered yeast for industrial petrochemical production, using CRISPR Cas9, overexpression, and adaptive evolution.
- Conducted **100+ unique genetic transformations**, designed a mutant knockout strain, and analyzed yeast genomes.
- Built a preliminary genome sequence comparison program analyzing coding sequences over 2 million yeast genome base pairs using BioPython.
- Presented progress and results of research at **undergraduate and international research forums** to various experts

Freshman Research Initiative at University of Texas at Austin – Austin, TX

January 2023 - May 2025

Biomanufacturing Stream Mentor

- Mentored over **75 undergraduates** in research techniques, bacterial culturing, and production upscaling with bioreactor operation as well as **facilitating onboarding** and integration of new researchers into the lab environment
- Managed **weekly meetings** to coordinate research efforts across multiple subteams, overseeing student-led projects, guiding experimental design, and data analysis to **improve reproducibility and results**
- Established and **led lab marketing efforts** through visual content, social platforms, and merchandise design

ADDITIONAL

- **Marketing & Business Skills:** Market research, commercialization strategy, product development, digital marketing, social media marketing, event marketing, branding, sponsor relations, CRM tools (HubSpot), Public Speaking
- **Technical Skills:** Bioprocessing, data analysis (Python, R), molecular biology, spectrophotometry, bioreactor operation
- **Creative and Organizational Tools:** Canva, Krita, Google Suite, Microsoft Office, Notion, ChatGPT, Google Gemini
- **Languages:** English (native), Malayalam (conversational), Mandarin (beginner)
- **Honors:** Service & Leadership Distinction, College of Natural Sciences (Spring 2025); Undergraduate Research Forum (Spring 2024, Spring 2025); University of Texas College Scholar Honors (Spring 2023); Dean's Scholars Honors (Fall 2021)
- **Hobbies and Interests:** Basketball, Origami, Digital and Traditional Visual Art, One Piece, Acquired Podcast, Toastmasters
- **Work Eligibility:** Eligible to work in the U.S. with no restrictions