



Education

Year	Degree/Examination	Institution/Board	Performance
2021	B.Tech.	Indian Institute of Technology, Roorkee	CGPA - 6
2017	Intermediate (Class XII)	FIITJEE Junior College (BIEAP)	93.30 %
2015	Matriculate (Class X)	Navy Children School (CBSE)	CGPA - 9.6

Work Experience

Business Analyst Intern | PesoPie Online LLP, Noida (December 2019 - January 2020)

- Development of statistical models to gain insights into product sales patterns and men's response to listed products.
- Track Product Launch Metrics of newly implemented 'Exclusive List' of male products.
- Post implementation of 'Exclusive List' has seen an upsurge in male users and product sales.

Business Analyst Intern | Nagarro Software Pvt. Ltd., Noida (May 2019 - July 2019)

- Explored data from multiple tools & sources to find actionable insights and prioritize, recommend & execute strategies to improve and optimize consumer experience and profitability for global restaurant brands.
- Worked with stakeholders across business functions including marketing, product, engineering, sales/account management, finance and operations to build analytical products that enable data-driven decision making.

Product Design Intern | Industrial Design Centre, IIT Bombay (May 2018 - July 2018)

- Designed and developed MedSet a tablet dispenser for elderly citizens and marketed it with Naaptol (Revenue-Rs. 5,00,000).
- Designed 'Light-weight Palkhi for Heritage Sites' in AutoCAD for ease of carrying pilgrims by the carriers and conducted user testing in Elephanta Caves and Ajanta caves.

Marketing Executive Intern | Naaptol Online Shopping Pvt. Ltd., Mumbai (May 2018 - July 2018)

- Formulated a commercialisation strategy and shot a commercial for MedSet. (<https://youtu.be/4S4fCzE16Vk>)
- Collaborated with the branding team to work on MedSet's branding and marketing tactics.
- Leveraged the power of India Post to deliver across the length and breadth of the country.

Projects

Industrial Optimization for Toyo Springs Ltd. | MIED, IIT Roorkee (January 2020 - April 2020)

- Led the team as well as constructed and formulated a comprehensive list of internal and external pain points.
- Formulated a data-driven algorithm for deciding whether and when it is feasible for the company to export.
- Updated the critical time required for end-to-end supply of springs based on production and logistics constraints, specifically with regards to Australia and Germany.

Skills

Computer languages R, Python, Java, SQL, HTML, CSS

Software Packages MS Office, MS Excel, Tableau, SAS, NumPy, Panda, Quandl, Zipline, Pyfolio, Matplotlib

Positions of Responsibility & Extra Curriculars

Associate | Entrepreneurship Cell, IIT Roorkee

- Coordinated with a 4 tier level team having 85 team members to foster entrepreneurship on campus.
- Successfully conducted 1 international, 3 national and 15 institute level events.
- Managed and guided freshmen in Endeavour Entrepreneurship, 2018.

References

Mr. Hitesh Kathuria

Director Delivery
 Nagarro Software Pvt. Ltd.
hitesh.kathuria@nagarro.com

Dr. B K Chakravarthy

Institute Chair Professor
 IDC IIT Bombay
chakku@iitb.ac.in