

DEEPAK KUMAR ARYA

Male, 29



EDUCATION			
Year	Degree	Institute	
2018 - 2020	M.B.A (IT, Strategy, Operations)	IIM Lucknow	
2011 - 2015	B.Tech in Instrumentation & Control	NIT Trichy	
WORK EXPERIENCE			
Business Consultant-Presales		Adrosonic IT Consulting Pvt. Ltd., Mumbai	Dec '20 -present
Presales Development	<ul style="list-style-type: none">Analysed requirement & built a solution approach for digital transformation of biggest Insurance firmDevised and prepared a solution document for digitally transforming a home solution websiteComposed and presented a proposal document for digitizing the platform of an iGame sport companyDeveloped a holistic social media strategy for effective lead generation for an ecommerce firm		
Project Management	<ul style="list-style-type: none">Prepared a Functional Specific Document for developing & launching an Ecommerce websitePlanned Task, user stories and effort estimation for complete project in capacity as product coordinator		
Certified and completed UiPath Pre-Sales Foundations training to have a holistic view of Robotic Process Automation			
Analyst Programmer		Ramco Systems, Chennai	Jun '15 – Oct '17
Directly reported to Vice President in the capacity of Subject Matter Expert for project worth \$0.3Million in revenue			
Business Analytics	<ul style="list-style-type: none">Consulted 3PL client (\$40M) for improving service operations by optimizing planning cycle time & costEvaluated 3000+ transactions across 250+ locations, optimized logistics network by automating planningEstimated & analysed operational inefficiencies of ~40% & suggested potential operational improvementRecognized an additional business opportunity worth \$17K in revenue, based on client's ad-hoc requirement		
Product Development	<ul style="list-style-type: none">Planned and achieved 20% cost savings in the project and improved the operational efficiency by 65%Successfully performed end to end implementation of logistics-based ERP project, of 0.3 Million USDEngineered User Interface using RVW tool leading to speeding up the project & saved 30-man hoursIdeated report designing through QlikSense & planned end to end integration with product's Interface		
Received Appreciation from the Vice President of the Technology and Vice President of REBS of Ramco Systems			
Leadership Initiatives	<ul style="list-style-type: none">Devised, developed and oversaw the project through its full software development life cycle till deliverySinglehandedly responsible for maintaining & tracking customer's day to day operational data with MS SqlFirst in company to implement scheduling functionality for QlikSense, saving 10 monitoring hours/weekDeveloped SOPs for 5 modules and planned detail knowledge transition process for new joiners in team		
Awards & Recognition	<ul style="list-style-type: none">Conferred GEM-Go Extra Mile award (1/50+) for outstanding delivery performance in constrained timelineReceived highest performance rating of 91/100 for showing overall excellence for the year 2016		
Software Engineer		Global Analytics Pvt. Ltd, Chennai	Nov '17 – Jun '18
Implemented GDPR complying to EU privacy policy			
Product Development.	<ul style="list-style-type: none">Developed an efficient grievance management & grievance resolution feature for the application enhancementTested the SEO pages focused on meeting all requirement of google search engine to increase user traffic		
INTERNSHIP			
Product Management, Corporate Travel		Make My Trip Limited, Gurugram	Apr`19– May`19
Product Development	<ul style="list-style-type: none">Conceptualized algorithm for predicting churn of corporates at granular level by evaluating bookingsDevised logic for a proactive churn alert system on Redash for corporates with high risk of churningDeveloped Qlikview dashboard for Corporate bookings providing 1-click visibility for key accountsPerformed data mining by MySQL on 1,00,000 corporates & segmented them into actionable categories		
Strategy Formulation	<ul style="list-style-type: none">Conceptualized educational campaign to boost awareness of key features of myBiz Product among clientsDesigned strategy for estimating wallet share of premium corporates & further increasing wallet shareDevised a milestone incentive plan for medium corporate clients to increase their booking wallet share		
SPECILIZATION			
Specialized in Software Product Management from University of Alberta			
Courses Completed	<ul style="list-style-type: none">Introduction to Software Product Management, Software Practices and Agile PlanningClient Needs and Software Requirements, Reviews & Metrics for Software Improvements		
ACADEMIC ACHIEVEMENTS			
Competitive Exams	Secured 97.06%ile in DILR & 96.64% in VARC in CAT 2017 amongst 2.31 lakh candidates		2018
	AIEEE State rank of 734 Among Top 6%ile out of 10+ Lakh aspirants appeared for exam		2011
Data Visualization	<ul style="list-style-type: none">Devised and presented multiple project visualization screen on Qlikview, QlikSenseWorked on Redash to depict the churn rate of various customer for sales department		2015-19 2019
Software Languages	<ul style="list-style-type: none">Positioned as database administrator for the ERP project by working in MS-SQL, MY-SQLFormulated policies and algorithm for a logistic ERP project in JAVA.Worked in python for implementing GDPR on a Fintech application.		2015-17 2015-17 2017-18
EXTRACURRICULAR ACTIVITIES			
Music	Conferred Madhyma Degree in classical singing from Bhatkhande Sangeet Vidyapeet		2006
Writing	Participated in IGNIS, IIM Ranchi and became a published story writer on StoryMirror		2019