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| **EDUCATION** |
| **Year of Passing** | **Degree** | **Board/ University** | **Percentage/CGPA** |
| 2019 | MBA | Indian Institute of Management, Sirmaur | 4.7 |
| 2011 | B.E (Computer Science) | Biju Patnaik University of Technology | 7.37 |
| 2006 | XII (PCM) | CBSE | 68% |
| 2004 | X | CBSE | 72% |
| **WORK EXPERIENCE** |
| Tracxn Technologies Senior Business Dvelopment Manager Aug ‘20 – Nov ‘20 |
| **Roles and Responsibilities** | * **Got** 6 clients for demo through email marketing**.**
* **Gave** demo of the SaaS based product to Venture Capitalist, Private Equity, Accelerators and Corporate Innovation Team.
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| Vinculum Group Senior Management Trainee April ‘19 – Feb ‘20 |
| **Roles and Responsibilities** | * **Documenting** process changes and product maodification.
* Key **Account Manager** for client **NYKAA Fashion.**
* **Involvement** in pre-sales process**.**.
* Giving **Demo** of SaaS product to prospects.
 |
| Playbook Consultancy Senior Software Engineer March ‘16-April ‘17 |
| **Roles and Responsibilities** | * Single handedly **built** loyalty points basedweb application for client **Dalmia Cement** which helped 1000 of dealers get loyaty points on cement sold.
* **Guided** 4 interns to integrate **chat application** into ERP.
 |
| Thrymr Software Pvt. Ltd. Software Engineer May ‘14-April ‘15 |
| **Roles and Responsibilities** | * **Interacted** with the founder of Truweight for gathering requirements.
* Developed **Dietician management system** for a startup named **Truweight** funded by **Kalaari Capital** which helped reduce client costs by 30 percent.
* **Completed** Dietician Report which shows the performance of dietician month wise.
* **Managed** a group of **10** new recruits & directed their training.
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| Dolly Enterprisers Software Trainee Jul ‘12-Dec ‘13 |
| **Roles and Responsibilities** | * **Maintained** existing application that contained **dealer data** and transactions.
* **Integrated** new reporting tools **Jasper report** into the application.
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| **SUMMER INTERNSHIP**  |
| DNA Entertainment Networks (Bangalore) Management Trainee 1stth-Apr-2018–30th-May-2018 |
| * Quantitative and qualitative analysis for stadium operations in IPL 2018.
* Made a report of discrepancies in security, hygienic food and overall stadium experience with the help of data collected from spectators.
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| **INTERNATIONAL EXPOSURE**  |
| International Immersion Program, SDA Bocconi Business School, Milan Italy |
| * Successfully completed **2 credit courses from SDA Bocconi, Milan with an overall GPA of 6** in International Business & Strategy, Service Operations, Lean Management & Project Management.
* Drew insights on business strategy, lean management through **company visits to traditional Italian companies in different stages of Internationalization** like Ricci Curbastro, Maserati & Ferrari.
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| **LICENSES AND CERTIFICATIONS** |
|  Machine Learning and Deep Learning from Ineuron. |  |
| **PROJECT:** Customer behavior with change in rates |
| **Environment:** Python, SKLearn Libraries, Data Visualisation Thru Matplotlib/Seaborn, Machine Learning Algorithms**Description:** As part of this project, prediction of behavior of a customer with the revision of rates as quick grasp for end business users. **Responsibilities:*** Review the estimates for work items, help the team with impact analysis and participate in estimation justification meetings with the clients.
* Involved in Data Pre-processing Techniques such as data cleaning, visualizing the data, identifying outliers and making data ready for Machine Learning Techniques.
* Model performance evaluation and presentation to the business users.
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| **SKILLS, INTERESTS, ACHIEVEMENTS** |
| Professional Skills |
| * Practical knowledge of statistical analysis based on **Regression Analysis of Variance, Clustering, Classification Techniques, Discriminant Analysis, Forecasting Model Evaluation.**
* **Python**, **Java, Data Analysis, Data Pre-Processing, Model Building, Machine Learning, Deep Learning.**
* Machine Learning and Deep Learning algorithms like **SVM, Decsion Trees,Random Forest, Naïve Baiyes, Linear Regression, Logistic Regression**, **Artificial Neural Networks, Convolutional Neural Network** and **Recurral Neural Network**.
* First-hand experience on Market Research Analysis Such as **Conjoint Analysis, Factor Analysis**, Discriminant Analysis, Regression, Logistic Regression, Multidimensional Scaling in IBM SPSS.
* Linear Programming using **M.S. Excel &** Advanced Excel, Minitab, Auto CAD.
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| Soft Skills |
| Problem Solving & Analytical Thinking, Adaptability & Flexibility, Negotiation, Leadership Skills, Decision Making, People Skill, Active listening, Effective Communication, Time Management. |
| Extra Curriculum Achievements |
| **Selected** as an **ambassador** of **Body Power** expo consecutively for two years.**Selected** as **Campus Ambassador** for **Microsoft** chatbot **ruuh**. |
| Interest- Travelling, Playing Guitar and Football. |