

COURSE	SPECIALIZATION	INSTITUTE/COLLEGE	BOARD/UNIVERSITY	SCORE	YEAR
B.E. (Hons.)	Mechanical Engineering	Birla Institute of Technology & Science, Pilani	Deemed University	7.61	2023
CLASS XII	SCIENCE	Dayawati Modi Academy, Modipuram	CBSE	95.4%	2018
CLASS X	General	Dayawati Modi Academy, Modipuram	CBSE	95%	2016

Associate, Boston Consulting Group EBITDA Enhancement & Digital Transformation for the largest battery manufacturer in India - Enhanced scheduling efficiency by 6% by developing a macro-enabled tool and streamlining processes across testing, SOPs, and value sign-offs - Increased schedule adherence by 18% month-on-month using fault tree analysis, adherence tracking, and daily cross-functional team meetings - Reduced inventory backlog from 20% to 13% by optimizing scheduling processes and executing 15+ validation tests across critical workflows	Jan 2024 – Present
Project Execution, Technology Transformation & Cost Optimization for a leading real estate developer in India - Delivered ₹650 Cr. inventory by deploying micro plans, resolving interdepartmental issues, and adopting innovative construction technologies - Implemented organization-wide document and workflow system; optimized data structures, defined TATs, and onboarded 500+ users - Created ₹500 Cr. in P&L impact by collecting customer payments by rolling out incentive schemes and identifying high conversion clients	
Developed a large-scale digital transformation strategy for the real estate leg of India's leading conglomerate - Developed 6 integrated project plan playbooks outlining timelines and early warning signs to manage project risks and improve execution - Identified ₹400 Cr. cost-saving potential (~7%) across project by optimizing procurement, technical solutions, and design specifications Automated project budgeting process by benchmarking with industry best practices to reduce iterations and improve accuracy by ~15%	
Process Automation and Collection Improvement strategy for a leading bank in India Improved Net-Credit Loss (NCL) by ~7% across 4 products` by deploying allocation strategy models across different delinquency pools - Implemented Gen AI powered conversational bot in the early delinquent pool to reduce human dependency and improve conversations Improved conversion rates by ~4% by rolling out payout strategy for collection agencies to incentivise and promote higher conversions	
Business Operations, InMobi Technologies Private Limited - Focused on post-onboarding operations i.e. Data & Cost-Benefit Analysis, Contract Compliance, and Client Relations - Analyzed data from advertisement campaigns, presented the inference for client satisfaction and conversion - Converted one major retailer based in US, thereby earning \$98,000 in revenue over the span of 30 days through Native Ad campaigns	Jul 2022 - Dec 2022
Product Manager, Freecharge - Worked on Savings Account and Salary Account products for Axis Bank to revamp the current customer journey - Ideated design and interface changes by introducing cross-selling, getting user requirement data during waiting screens Decreased user journey time by 13s, reducing drop-offs and increasing customer satisfaction and product per customer	Jun 2022 - Jul 2022
Product Manager, HDFC ERGO General Insurance Company - Responsible for the innovation, design, and development of web-apps for HDFC Ergo General Insurance Company - The web-app improved cross-team communication, enhanced data management, and increased overall efficiency by 6% - Built policy specific web-app, reduced monthly churn by 8%, increased customer satisfaction and activation by impactful margins	Jul 2021 - Dec 2021
Research Assistant, Indian School of Business (ISB) - Lead a 5 member group, organized 6 hour long sessions for 150+ entrepreneurs under one mentor, thereby providing assistance - Conducted telephonic interviews for 25+ entrepreneurs every month, assessed their performance and collected data - Analyzed data to schedule one-on-one meeting with mentors and VCs, helped provide seed funding of about \$5M for 3 startups	Aug 2020 - Jan 2021

Co-organizer - TEDxBITSPilani - Planned and scheduled the timeline for the event, overlooked and worked with the 2-tier team in executing the timeline - Conducted the 2022 event with 5 notable speakers drawing 200+ live audience and 1000+ views on Youtube - Handled event logistics at micro level, arranged accommodation and travel for speakers, during the event	Apr 2021 - May 2022
Media Co-ordinator APOGEE 22' BITS Pilani - Department of Art, Design & Publicity (ADP) - Leading a 2-tier team of 10+ members, converted 15 out of 23 deals with media houses like Business Digest and Education Tree - Confirmed 3 articles publicizing APOGEE with a reach of 5000+ viewers on 2 different online media platforms - Used Python script to sort out database, reduced time, effort, redundancy and increased efficiency	Nov 2021 - Apr 2022

Pre-Incubation Cohort PIEDS BITS Pilani <i>PIEDS - Technology Business Incubator BITS Pilani</i> Selected for the 2022 pre-incubation cohort along with 15 other startups, working on the concept of sharing economy	Jan 2022
Desert Hack Finalist (Top-10) CEL BITS Pilani <i>Desert Hack - 54-hour long Startup Hackathon BITS Pilani</i> Selected in the Top-10 startups among 60+ different startups that applied from BITS Pilani, Goa and Hyderabad - Rentalz was recognized as a potential business plan for the 21st century with promising revenue	Oct 2020