# Snehal Pal

Indian Institute of Technology Kharagpur

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## Education

**B.Tech, Chemical Engineering**                                                                    *2023 - 2027*
Indian Institute of Technology Kharagpur                                                            CGPA: 8.82
**Class XII, CBSE** (95.4%) & **Class X, CBSE** (97.8%), Sri Krishna Mission School            2021, 2023

## Entrepreneurship

**Co-founder — Hodos (Corporate Travel Expense Management Startup)**            *2024 - Present*

– Developed a corporate travel expense platform integrated with booking APIs, account aggregation, and ERP solutions
– Leading GTM strategy through CFO/travel manager engagement to refine product-market fit
– Spearheading business development initiatives and investor discussions with venture capital firms

## Projects

**Business Revenue Optimization — IIT Kharagpur — General Championship — Data Analytics**   *Mar 2025*

– Led market analysis and KPI assessment to identify key revenue drivers
– Developed predictive models (XGBoost, LightGBM) with SHAP analysis for actionable business insights
– Delivered strategic recommendations resulting in optimized resource allocation and revenue growth

**Flight Delay Prediction — Open-IIT Data Analytics**                                      *Oct - Nov 2024*

– Developed ML models for operational optimization with proprietary performance metrics
– Presented implementation roadmap to stakeholders with clear ROI projections

## Work Experience

**Research Intern — University of Oulu (Foreign Training Program)**                    *Mar 2025 - Present*

– Optimized Spiking Neural Networks for chemical reactor simulation and efficiency improvement

**Research Intern — Department of AI, IIT Kharagpur**                                 *Jan 2025 - Mar 2025*

– Applied advanced AI algorithms (Transformers, GNNs) for land use classification using satellite imagery

**Winter Research Intern — Department of Computer Science, Aalborg University**   *Dec 2024 - Jan 2025*

– Co-developed a name-matching system implementing MFI-blocking algorithms for the MEHDIE project
– Evaluated multiple blocking strategies ensuring scalability for enterprise-scale applications

## Skills

**Consulting:** Market Strategy, Business Valuation, Revenue Growth, Cost Optimization, Stakeholder Management
**Data & Tech:** Python, SQL, Machine Learning, Financial Modeling, Data Visualization
**Tools:** Excel, Tableau, TensorFlow, Pandas, NumPy

## Positions of Responsibility

**Subhead — Finance and Economics Club, IIT Kharagpur**                               *Apr 2024 - Present*

– Led equity research report on Adani Power; organized trading and finance workshops with industry experts

## Achievements

Secured **Bronze** in Open IIT Supply Chain competition; Ranked **7326** in JEE Advanced (out of 1.8 lakh candidates); AIR **465** in WBJEE