AARYAN GUPTA

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EDUCATION

Kellogg Business School, Northwestern University, USA　　　　　　　　　　**Expected Start: Aug 2026**
Master in Management (MiM), Class of 2027 Incoming Student

Manipal University Jaipur, Jaipur, India　　　　　　　　　　　　　　　　**Sep 2022 – May 2026**
B.Tech (Hons) in Computer Science & Engineering – (AI & ML) | CGPA: 3.86/4 (Awarded Dean's Excellence 3 times and Student Excellence 12 times)
Relevant Coursework: Engineering Economics | Organization Management | Global Strategy | Decision Sciences | Data Analytics | Database Management

Montanuniversität Leoben, Leoben, Austria　　　　　　　　　　　　　　**Sept 2025 – Jan 2026**
Exchange Student | MULgraIN International Scholarship Recipient
Relevant Coursework: Project Management | Decision Making and Risk Analysis | Resource Economics | Applied ML & DL

PROFESSIONAL EXPERIENCE

Data Science and AI Intern | Indian Institute of Technology Jammu, Jammu, India　　**Jun 2025 – Jul 2025**.
- Led a 4-member team to develop analytics solutions for healthcare decision-making, including a predictive model and a dashboard analyzing 5-year trends across 25+ countries to inform policy and resource allocation.
- Delivered multiple data-driven projects using Python, SQL, and Excel, redesigning data pipelines to reduce processing time by 60%, cut reporting errors by ~25–30%, and accelerate decision cycles from 1 week to 2–3 days.

Business Analyst Intern | My Shiksha Solutions, Jaipur, India　　　　　　　**Jan 2025 – Jun 2025**
- Analyzed customer behavior and conversion funnel performance using Power BI and Excel, identifying key drop-off points and driving a 17% increase in lead conversions and a 12% improvement in campaign ROI.
- Partnered with marketing and technology teams to streamline reporting and performance tracking, reducing reporting time by ~30% (4–5 hours/week) and enabling faster go-to-market and acquisition strategy decisions.

PROJECTS

Governance and Ethics of AI-Generated Disinformation　　　　　　　　　　**Jan 2025 – May 2025**
- Conducted comparative analysis of global regulatory and governance frameworks addressing AI-generated disinformation, identifying key policy gaps and enforcement challenges across regions.
- Evaluated ethical, economic, and societal implications of AI-driven misinformation on public trust and decision-making, generating insights relevant for regulators, platforms, and corporate governance.

PUBLICATIONS & THOUGHT LEADERSHIP
- Authored 10+ Scopus-indexed research publications at the intersection of AI, strategy, and organizational design, with work published in IEEE and Springer outlets.
- Research themes include AI-driven decision-making, ethical AI governance, digital business transformation, and organizational impact of emerging technologies.
- Work includes policy-oriented and managerial insights relevant to technology governance and corporate strategy.

EXTRACURRICULARS

Chairperson, AI & ML Community, MUJ　　　　　　　　　　　　　　　　**Aug 2024 – May 2025**
- Led a 50-member core team to scale the community to 300+ members, designing growth initiatives and securing ₹4+ lakhs in sponsorships and grants.
- Launched AI × Management initiatives, collaborating with faculty and industry partners to drive research, workshops, and applied consulting-style projects.

Class Representative, MUJ (CSE Dept.)　　　　　　　　　　　　　　　　**Oct 2022 – May 2025**
- Elected for three consecutive years to represent 100+ students, acting as primary liaison between faculty and peers to resolve academic and administrative issues.
- Streamlined feedback collection and communication processes, improving coordination on exams, schedules, and academic planning.

President, International Relations Council (IRC), MUJ　　　　　　　　　　**Sept 2023 – Aug 2024**
- Revived a dormant student organization, rebuilding membership to 80+ students and leading a 30-member core team to deliver international engagement initiatives.
- Established partnerships with NYU, UNSW, and Torrens University Australia, enabling cross-cultural dialogues and collaborative programs

SKILLS

Analytics & Tools: Python, SQL, Power BI, Tableau, Advanced Excel
Methods: Data Analysis, Forecasting, Machine Learning, Statistical Modeling
Business & Strategy: Market Analysis, Performance Measurement, Decision Support
Languages: English (Fluent), Hindi (Native), German (Basic)