APOORV KULSHRESTHA

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Work Permit: United Kingdom – Indefinite Leave to Remain

PROFESSIONAL SUMMARY

Data-driven Analyst with 2 years of experience in retail operations, planning, and analytics. Adept at driving business value through data insights, process automation, and cross-functional collaboration. Proficient in Python, SQL, and Tableau. Recently completed Masters in Business Analytics and Big Data at IE University, with a strong foundation in statistical modeling, data engineering, data science and machine learning operations

EDUCATION

IE UNIVERSITY   **Madrid, Spain**
Masters Business Analytics and Big Data   **September 2024 – July 2025**
- Grade – 3.26 / 4.0 GPA | Concentration: Strategic Consulting
- Member: IE Big Data & AI Club, IE Coding Club, IE Marketing Club

LANCASTER UNIVERSITY   **Lancaster, UK**
BSc Economics and Finance   **September 2017 – June 2020**
- Honours dual major Grade – 2:2

MOUNT ST MARY'S SCHOOL   **New Delhi, Indiass**
School Graduation (A- Levels equivalent)   **March 2016 – May 2017**
- Physics, Chemistry, Computer Science, Mathematics, English

PROFESSIONAL EXPERIENCE

Reliance Retail Ltd   **Bengaluru, India**
Assistant Manager – Projects (Distribution)   **January 2022 - September 2023**
- Piloted Avaasa and Netplay brand inventory rollouts across multiple regions, optimizing SKU sampling and sales processes
- Spearheaded implementation of distributor billing software and demand capturing tools, improving operational efficiency by 30%
- Collaborated with Sales, Planning, and Marketing teams to design and deploy IT solutions for commercial automation and process re-engineering
- Graded A* for overall performance

Reliance Retail Ltd   **Bengaluru (Remote), India**
Revenue and Planning Analytics Intern   **October 2020 – January 2021**
- Analysed sales data across brands and forecasted monthly revenue projections using historical trends and external factors
- Developed dashboards and comparative reports to support planning decisions and brand competitiveness analysis

Bombay Stock Exchange - New Delhi, India   **New Delhi, India**
Intern   **August 2019 – September 2019**
- Trained in derivatives strategies including Bullish/Bearish spreads
- Gained exposure to live trading environments, broker-dealer interaction, and capital market operations

TECHNICAL SKILLS

- Programming & Tools: Python (Pandas, Numpy, Matplotlib, Scikit-learn), SQL, Excel (Advanced), PowerPoint, AWS (basic), C++ (basic)
- Machine Learning: Linear/Logistic Regression, Ensemble Models, Generative AI models (RAG, LLMs)
- Analytics & Visualization: Tableau, Looker Studio, Forecasting, KPI reporting, Streamlit, Dashboard development, Statistical Analysis
- Certifications: Foundations of Sustainability, AWS – Introduction to Cloud 101, IBM – Introduction to Data Science

MAJOR PROJECTS

- EY Capstone: ML and LLM solution to match businesses with suitable private equity firms
- Masters Projects: Built a legal GenAI tool for contract summarization and risk identification, a financial stock prediction model, a diabetes prediction classifier, and energy forecasting models for Repsol & EDP Datathons

LANGUAGES

English (Native) | Hindi (Native)