



Arnav Khare

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EDUCATION

| Course | College / University | Year | CGPA / % |
|---------------------------------|--|-----------|----------|
| B.Tech (Electrical Engineering) | Netaji Subhas University of Technology | 2022-2026 | 7 |
| Class XII (CBSE) | Ahlcon Public School | 2022 | 77.2 |
| Class X (CBSE) | Cambridge School Noida | 2020 | 92.2 |

INTERNSHIP/S

- **Data Analytics & Product Strategy Intern** | Rajdarbar Realty | New Delhi, India May 2025 - Present
 - Built a comprehensive **financial model** in Excel to drive a go/no-go investment decision on a DDA hotel site, presenting profitability forecasts and **cash flow analysis** to senior leadership.
 - Developed the **business case** for a new customer loyalty program ("Friends of Foyer"), defining its **value proposition**, features, and T&Cs through market research and **competitive benchmarking**.
 - Partnered with **BCG consultants** to translate stakeholder requirements into technical specs for **Power BI** dashboards, enhancing strategic oversight for a multi-million dollar real estate portfolio.
 - Synthesized quantitative & qualitative data from sources like **CRISIL** to define optimal performance targets (**ARR, GOP Margin**) and identify key market opportunities.

PROJECTS

- **Vendor Performance & Inventory Analysis** | SQL, Python, Power BI | [\[View Project Report\]](#) June 2025 - July 2025
 - Engineered an ETL pipeline using **Python** and **SQL** to consolidate over **10 million records** from disparate sources into a SQLite database, improving data accessibility and query performance.
 - Developed an interactive **Power BI dashboard** with custom **DAX measures** that identified **198 underperforming brands** and the top 10 vendors that accounted for **65.7%** of total purchases, prompting a vendor diversification strategy.
 - Executed statistical **hypothesis testing** (T-test) to validate distinct vendor profitability models and quantified **\$2.71M in capital locked in unsold inventory**, providing actionable recommendations for cost savings.
- **Strategic Case Study: Indian EV Sector** | Market Analysis | [\[View Case Study\]](#) June 2025
 - Developed a 5-year strategic roadmap for an OEM (e.g., Mahindra & Mahindra) to enter India's **\$12B+** EV market by analyzing market trends, **FAME-II** policy, and competitive strategy to identify a "premium SUV" entry niche.
 - Constructed a **Total Cost of Ownership (TCO) model** proving a 3-4 year breakeven for EVs over ICE, and formulated a three-pronged recommendation focused on product portfolio, TCO-based marketing, and a partnership-led charging strategy.
- **Product Strategy & Design: Habit Horizon** | Product Management | [\[View Case Study\]](#) May 2025 - June 2025
 - Conducted **competitive analysis** and **user research** to identify a key market gap: the failure of traditional trackers to support users through setbacks, authoring a **PRD** that defined an "anti-habit tracker" focused on intrinsic motivation.
 - Designed the end-to-end user journey, including an empathetic FTUE and an **in-urge intervention modal**, and defined success KPIs (**Daily Active Users**, 'pivot-to-slip' ratio) to guide a data-driven roadmap for future A/B testing.

POSITIONS OF RESPONSIBILITY

- **President & Head of Content** | Axiom - The Philosophy Society of NSUT May 2024 - May 2025
 - * Pioneered and launched the society's first official **website**, defining its initial product roadmap; directed **two short films (5,000+ views)**.
 - * Spearheaded "Jagriti," the society's first **4-way cross-society collaboration**, securing the **Head of CSR** from **OPPO** as the chief guest.
 - * Organized key community events including 'Philo-Walks' and "Eclipse", a mental health talk.
- **Head of Content** | The NSUT Quiz Club - The Quizzing Society of NSUT June 2025 - Present
 - * Spearheaded the flagship Biz-Tech Quiz during **Moksha-Innovision '24**, managing a **₹50k prize pool** and attracting **100+ participants** from universities across the region.
 - * Developed the content strategy and authored material for all major club quizzes, leading the content vertical for the society's largest annual event.

Skills

- **Languages:** SQL (MySQL, PostgreSQL), Python (NumPy, Pandas, Matplotlib, Seaborn)
- **Data Analysis and Visualization:** Tableau, Power BI, MS Excel
- **Soft Skills:** Leadership, Communication, Public Speaking, Time Management