

ARNAV KHARE

Noida, Uttar Pradesh

+91-8527035435

arnavkhareaps@gmail.com

Arnav Khare

Portfolio

Education

Netaji Subhas University of Technology

2022-2026

Bachelor of Technology in Electrical Engineering

CGPA: 7

Ahlcon Public School

2022

Class XII(CBSE)

Percentage: 77.2

Cambridge School Noida

2020

Class X(CBSE)

Percentage: 92.2

Experience

Electronics Company

May 2020 – August 2020

Software Engineer Intern

City, State

- Developed a service to automatically perform a set of unit tests daily on a product in development in order to decrease time needed for team members to identify and fix bugs/issues.
- Incorporated scripts using Python and PowerShell to aggregate XML test results into an organized format and to load the latest build code onto the hardware, so that daily testing can be performed.
- Utilized Jenkins to provide a continuous integration service in order to automate the entire process of loading the latest build code and test files, running the tests, and generating a report of the results once per day.
- Explored ways to visualize and send a daily report of test results to team members using HTML, Javascript, and CSS.

Projects

E-commerce Customer Churn Analysis | *Python (Pandas, Scikit-learn), SQL, Tableau*

June 2025

- Performed end-to-end analysis on a dataset of **100,000+ customer transactions** to identify key drivers of user churn for an e-commerce platform.
- Utilized **SQL** for data extraction and **Python** (Pandas, NumPy) for data cleaning, transformation, and exploratory data analysis.
- Developed an interactive **Tableau dashboard** to visualize customer segments and present actionable insights to stakeholders, leading to a recommendation for a new onboarding campaign.
- Trained a logistic regression model (Scikit-learn) to predict churn probability, achieving **78% accuracy** in identifying at-risk customers.

Product Strategy & Design: Habit Horizon App | *Product Management, User Research, Balsamiq* **May - June 2025**

- Identified a gap in the wellness market for an "anti-habit tracker" by conducting **user research** and **competitive analysis**.
- Authored a comprehensive **Product Requirement Document (PRD)** detailing the user journey, feature prioritization (MoSCoW), and low-fidelity wireframes.
- Defined the product's core value proposition and success metrics (KPIs), including **Daily Active Users (DAU)** and a custom 'pivot-to-slip' ratio.
- Developed a **full case study** outlining the GTM strategy and a data-driven roadmap for future A/B testing.

Consulting Case: Market Entry Strategy | *Market Analysis, Financial Modeling, Strategy Frameworks*

April 2025

- Analyzed the market entry strategy for a European coffee chain into the Indian QSR market, with the goal of achieving profitability within three years.
- Conducted **competitive landscape analysis** and **customer segmentation** to identify the target demographic and value proposition.
- Developed a **financial model in Excel** to project revenue, costs, and break-even points for different rollout scenarios.
- Delivered a final recommendation advising a phased, tier-2 city entry strategy, projected to capture **5% market share** and achieve a **15% ROI** within the target timeframe.

Achievements and Certifications

- Data Structures
- Software Methodology
- Algorithms Analysis
- Database Management
- Artificial Intelligence
- Internet Technology
- Systems Programming
- Computer Architecture

Technical Skills

Languages: SQL(MySql, PostgreSQL), Python(NumPy, Pandas, matplotlib, seaborn)

Data Analysis and Visualization: Adobe Analytics, Tableau, Power BI, MS Excel, Google Data Studio

Soft Skills: Leadership, Communication, Public Speaking, Time Management