



# 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 & Strategy Intern | Rajdarbar Realty | New Delhi, India** May 2025 - Present
  - Engineered a comprehensive 55-year **financial model** for an **INR 800 Cr** mixed-use real estate project, informing the go/no-go investment decision by projecting **IRR, NPV**, and a 7-year breakeven period.
  - Developed the **business case** for a new customer loyalty program by conducting **competitive analysis** of 8 **global loyalty models** and benchmarking over **15 key metrics** to define the value proposition.
  - Audited **Power BI dashboards** with **BCG consultants**, delivering **20+ recommendations** to optimize data integrity, **UI/UX**, and dynamic reporting capabilities.
  - Created a **data-driven P&L model** for a new events vertical, identifying key financial levers that transformed a projected **INR 1.77 Lakh loss into a net profit**, greenlighting the new business initiative.

## PROJECTS

- **Vendor Performance & Inventory Analysis | SQL, Python, Power BI | [\[View Project Report\]](#)** June 2025 - July 2025
  - Engineered an ETL pipeline to analyze **10M+ records**, creating a **Power BI dashboard** that summarized over **\$441M in sales** and identified key business metrics to track vendor performance.
  - Uncovered a major supply chain risk by determining that the top 10 vendors accounted for **65.7% of purchases**, prompting a key strategic recommendation to diversify the vendor base.
  - Identified **\$2.71M in capital locked in unsold inventory** and pinpointed **198 high-margin, low-volume brands** as a strategic growth opportunity, providing direct recommendations to improve cash flow.
- **Strategic Case Study: Indian EV Sector | Market Analysis | [\[View Case Study\]](#)** June 2025
  - Authored a 5-year roadmap to capture **25% market share (INR 30,000 Cr. revenue)** in India's EV market by 2029.
  - Constructed a **Total Cost of Ownership (TCO) model** proving a key **INR 3.4 Lakh savings advantage** for EVs, forming the foundation of a data-driven, value-based selling strategy.
  - Formulated a three-pillar growth strategy to neutralize the incumbent's **62% market dominance**, targeting the premium SUV niche and backed by a **INR 10,000 Cr. CAPEX plan**.
- **Product Strategy & Design: Habit Horizon | Product Management | [\[View Case Study\]](#)** May 2025 - June 2025
  - Spearheaded the end-to-end product lifecycle for an "anti-habit tracker," conducting user research on the **target persona ("Alex")** to define a user-centric product strategy focused on intrinsic motivation.
  - Led product design and UX for the **MVP**, creating an empathetic **FTUE** and core features like the **"In-Urge Intervention"** modal and **"Slip Reflection"** to address key user journey friction points.
  - Guided technology choices (**Flutter/Hive**) to ensure a **private, offline-first** user experience, balancing core user value with development effort in the product roadmap.

## 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 and wrote screenplay for a **short film "Parchhai" (5,000+ views)**.
  - Directed "Jagriti", NSUT's first **4-way cross-society collaboration**, securing the **Head of CSR** from **OPPO** as the chief guest.
  - Organized key community events including 'CPCs', 'Philo-Walks' and "Eclipse", a mental health talk.
- **Head of Content | The NSUT Quiz Club - The Quizzing Society of NSUT** June 2025 - Present
  - Authored 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