AYUSH MISHRA

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EDUCATION

Birla Institute of Technology & Science (BITS)   **Rajasthan, India**

M.Sc. (Hons.) Mathematics   *Graduation Date: May 2025*

B.E. (Hons.) Civil Engineering   *Graduation Date: May 2025*

WORK EXPERIENCE

Remit2Any   **Bangalore, India**

Product Management Intern   *Aug 2024 - Dec 2024*

- Conducted cohort analysis from January to August 2024, identifying a **47%** drop in second-month retention, and led strategies that improved retention by **15%** and boosted user engagement across newer cohorts.
- Analyzed user behavior and developed strategies for a **gamified** loyalty program via email and WhatsApp to enhance user engagement and drive transaction growth.
- Executed user growth analytics from January to September 2024, identifying **34.5%** user acquisition via referrals with a **35%** conversion rate, and developed strategies to optimize transactional conversions and streamline referral systems.
- Orchestrated cross-functional stakeholder alignment by leading collaborative sessions between design leads and development teams, ensuring synchronization on website redesign roadmaps, priorities, and timelines.

Shriram Automall   **New Delhi, India**

Data Analyst Intern   *May 2022 - Jul 2022*

- Developed interactive sales data visualizations using Power BI, streamlining data insights and reports, which improved sales team productivity by 15%.
- Optimized reporting workflows by automating weekly and monthly sales performance reports, reducing manual processing time by 20%.
- Designed dynamic Power BI dashboards for real-time KPI tracking, accelerating management's decision-making process and improving overall efficiency.

PROJECT EXPERIENCE

Birla Institute of Technology & Science (BITS)   **Pilani, Rajasthan**

Data Science Applications in Stock Market Analysis   *Jun 2023 - Jul 2023*

- Identified trends and seasonal patterns in stock prices using time series analysis.
- Applied KS and chi-squared tests to evaluate best-fit distributions for stock price prediction.
- Developed investment strategies based on historical data analysis.

Advanced Sales Insights Through Python and SQL   *Nov 2024 - Dec 2024*

- Developed a Python (Pandas, NumPy, SQLAlchemy) and **PostgreSQL** pipeline to analyze Walmart sales data, focusing on trends, profitability, and customer behavior.[Link]
- Automated data ingestion through the Kaggle API, performed data cleaning, and engineered features like "Total Amount" to optimize analysis.[Link]
- Executed complex **SQL** queries to extract actionable insights on sales, revenue, and performance across various business dimensions.[Link]

Text2SQL with Google Gemini Pro   *Dec 2024 - Dec 2024*

- Developed a system that converts natural language input into **SQL** queries using Google **Gemini** Pro, enabling seamless database querying without SQL knowledge.[Link]
- Integrated an SQLite database for generating and executing SQL queries based on user input, returning relevant data in real-time.[Link]
- Built an interactive **Streamlit** app where users can ask questions in plain English, and the app generates **SQL** queries using Google Gemini Pro, enhancing user experience.[Link]

LEADERSHIP EXPERIENCE

Birla Institute of Technology & Science (BITS)   **Pilani, Rajasthan**

Teaching Assistant, Fluid Mechanics   *Aug 2023 - Present*

Assisted in creating and administering exams with a distribution strategy that reduced cheating incidents by 20% and collaborated with the professor to streamline grading, cutting turnaround time for distributing answer scripts by 40%.

VOLUNTEER EXPERIENCE

Volunteered in an **NSS** camp focused on cleaning the **Ganga**, organizing waste removal drives and awareness campaigns to promote river conservation and community participation in environmental stewardship.

SKILLS

Skills: Linux, Power BI, Git, Python, Data Science, Machine Learning, SQL.