

AYUSH MISHRA

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EDUCATION

Birla Institute of Technology & Science (BITS)

M.Sc. (Hons.) Mathematics

B.E. (Hons.) Civil Engineering

Rajasthan, India

Graduation Date: May 2025

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WORK EXPERIENCE

Remit2Any

Product Management Intern

Bangalore, India

Aug 2024 - Present

- **Improved retention by 15%** through targeted interventions after identifying **60%** and **24%** first-month retention for August and September **cohorts**.
- Analyzed user acquisition data, optimizing referral systems to increase conversions, driving **34.5%** referral-driven user growth.
- Designed a **gamified** loyalty program integrating email and WhatsApp campaigns, boosting user engagement and transaction volumes.
- Collaborated with design and development teams to optimize the signup process, delivering data-backed **wireframes** and aligning on priorities.
- Led recruitment efforts by drafting technical job descriptions and conducting interviews for roles critical to platform optimization.

Shriram Automall

Data Analyst Intern

New Delhi, India

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)

Student Performance Indicator [[Link](#)]

Nov 2024 - Dec 2024

- Conducted **EDA** on student performance data, analyzing distributions and visualizing trends across various demographics.
- Cleaned and transformed the dataset, handling missing values and adding calculated columns for enhanced analysis.
- Created visual insights using **Seaborn** and **Matplotlib** to identify performance patterns based on factors like gender, ethnicity, and parental education

Advanced Sales Insights with Python & SQL [[Link](#)]

Oct 2024 - Nov 2024

- Built a Python-**PostgreSQL** pipeline with automated data ingestion, cleaning, and feature engineering for Walmart sales analysis.
- Executed SQL queries to extract insights on sales, revenue, and performance across business dimensions.

Student Performance Prediction [[Link](#)]

Nov 2024 - Dec 2024

- Preprocessed data using categorical **encoding**, feature **scaling**, and train-test splitting to enhance regression model inputs.
- Implemented and optimized **regression models** (Linear Regression, Random Forest, XGBoost, AdaBoost) for predicting student performance.
- Evaluated models using R^2 , RMSE, and MAE; Ridge Regression achieved the best R^2 (0.881) and lowest RMSE (5.39).

Stock Market Analysis with Data Science [[Link](#)]

Jun 2023 - Jul 2023

- Analyzed **time series** data to identify stock price trends, seasonal patterns, and optimize forecasting.
- Applied **statistical** tests and historical data analysis to improve trend predictions and investment strategies.

LEADERSHIP EXPERIENCE

Birla Institute of Technology & Science (BITS)

Teaching Assistant, Fluid Mechanics

Pilani, Rajasthan

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.

CERTIFICATIONS

Associate Data Scientist in Python - DataCamp | Data Scientist in Python - DataCamp