Allen Jess

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WORK EXPERIENCE

HydrowVerse   **Hyderabad, India**
Business Development and Marketing Intern   *Jun 2024 - Dec 2024*

- **Collaborated cross-functionally** with the founder and tech team to integrate a Gemini-powered AI chatbot into the HydrowVerse app, enhancing user experience (UX) and driving feature development.
- **Influenced product messaging and business strategy** by conducting comprehensive competitive research and market analysis, leading to key recommendations adopted by the founding team.
- **Led creative marketing sprints** that contributed to a **20% boost in brand outreach**, generating a pipeline of 50+ high-quality inbound leads for a deep-tech audience.
- **Coordinated with cross-functional teams** to align website structure with brand identity and performance goals during an architectural revamp, improving overall user experience.

Fenishop   **Nagpur, Maharashtra**
Founder & Operational Manager   *Feb 2022 - Jun 2022*

- **Identified and validated** a core user pain point in campus (difficulty accessing essentials) through qualitative feedback and market observation, leading to the **ground-up development of a campus delivery service.**
- **Defined the MVP** features and managed the **end-to-end product lifecycle** from ideation to launch, serving **300+ loyal customers** within a 60-day launch period.
- **Led a 10-member team**, implementing and refining all core business processes, including inventory management, last-mile delivery logistics, and daily cash flow monitoring.
- **Generated over ₹12,000+ in sales** from a minimal ₹2,000 seed investment, achieving a **6x return on initial capital.**

PROJECT EXPERIENCE

Ratan Labs   **Nagpur, India**
Product & Operations Lead   *Jun 2025 - Present*

- **Leading an execution-first innovation studio**, securing and managing **4+ external partnerships (including a government authority and a paid school client)** to ship 6+ AI/automation projects.
- **Drove the end-to-end product lifecycle** for multiple AI solutions, from translating ambiguous client problems into tangible, market-ready tools
- **Built and managed the operational backbone** for a high-velocity team, supporting **6 concurrent projects** by implementing agile workflows (Kanban, sprints) and handling all stakeholder communication.
- **Mentored teammates** in agent workflows and oversaw deployment, focusing on process optimization and delivery pipelines.

AI Based Electricity Demand Forecasting   **Nagpur**
Project Lead | Area Load Despatch Center, Nagpur   *Jul 2025 - Present*

- **Led a 6-member team** to develop a high-impact AI forecasting model for grid management (potential impact on **20 lakh residents**), demonstrating data-driven problem-solving.
- **Influenced and collaborated** with government authority (ALDC Nagpur) to define strategic requirements, showcasing stakeholder management and ability to align solutions with business needs.
- **Managed the end-to-end development** of a Python-based ML pipeline, translating data science into impactful solutions.

LEADERSHIP EXPERIENCE

Technex, SVPCET Nagpur   **Nagpur**
Event Coordinator & Manager | eXpo 2k24 Pitching Competition   *Jan 2024 - Mar 2024*

- **Led and executed** a large-scale engagement for **40+ startups and 150+ participants**, managing the entire project lifecycle from conception to completion within four weeks.
- **Demonstrated persuasive influencing skills** by securing **₹20,000 in sponsorships** and building strategic relationships with 3 CEOs for a full-day workshop.

- **Generated ₹24,500 in revenue** from the workshop with zero initial investment, proving commercial acumen and impact.

EDUCATION

St. Vincent Pallotti College of Engineering and Technology   **Nagpur, Maharashtra, India**

B.Tech in Computer Science and Engineering (Data Science)   *Graduation Date: May 2026*

SKILLS & INTERESTS

Skills:
- Product Development : User Research, Market Analysis, Competitive Analysis, MVP Definition,Product Roadmapping, User Stories, Feature Prioritization, Agile Methodologies
- Data & Analytics: Python (Pandas, Numpy, Matplotlib, Scikit Learn),SQL,Data Analysis, Data Visualization
- AI/ML: GenAI,LLM, n8n,ML,DL

Interests: Learning Core Fundamentals of Management from experienced folks