

Dev Kumar

[linkedin.com/in/Dev-kumar-BIT/](https://www.linkedin.com/in/Dev-kumar-BIT/) | ✉ 8210410823r@gmail.com | ☎ +91 8210410823 | Dhanbad,
India

PROFESSIONAL SUMMARY

Dynamic professional with experience in optimizing processes, improving operational efficiency, and developing sustainable solutions. Skilled in driving business growth through data-driven strategies, team collaboration, and innovative problem-solving across technical and marketing projects.

Skills: Python, SQL, Consulting, Data Analysis, Project & Program Management, Operations Excellence, Planning, Market Strategy, Client engagement, Problem Solving

EDUCATION

B.Tech Chemical, Birla Institute of Technology, Mesra Ranchi - CGPA - 7.79	Apr 2021 – Jun 2025
Intermediate(12 th) Delhi Public School, Dhanbad - 88%	Apr 2019 – Apr 2020
Matriculation(10 th) Delhi Public School, Dhanbad - 86.2%	Apr 2018 – Mar 2019

WORK EXPERIENCE

TATA STEEL LTD – Management Trainee-Technical Intern May 2024 – July 2024

- **Analyzed** 4 years of cross-wall temperature and thermocouple data for 15 regenerators, **identifying a 25% performance gap** between the best and worst.
- **Developed** a fuzzy logic model to optimize nozzle openings, **improving combustion efficiency by 80%** and stabilizing temperatures within $\pm 10^{\circ}\text{C}$ of the target range.
- **Integrated** fiber optic-based temperature monitoring, **improving data accuracy by 20%** and automating malfunction alerts.
- **Implemented** operational changes that cut emissions by 10% and **enhanced regenerator efficiency by 15%**.
- **Executed** CFD simulations, **increasing heat transfer efficiency by 15%** and **reducing gas flow inconsistencies** by 10%.

Key Skills: Data Analysis & Visualization, Control System Design, CFD Simulation, Problem Solving & Decision Making

Aditya Birla Textiles – Supply Chain Intern Dec 2023 – Jan 2024

- **Collaborated** with cross-functional teams to **optimize last-mile supply chain operations** in modern trade channels.
- **Led** process correction initiatives, identifying inefficiencies and implementing corrective actions.
- **Performed gap analyses using Excel**, improving data-driven decision-making and process transparency.

Key Skills: Operation Research, Supply Chain Management, Logistics Management, Supplier Relationship Management

Walmart Sales Analytics and Trend Forecasting Project Aug 2024 – Sept 2024

- Leveraged MySQL to **clean Walmart sales data, create time-based features, assess product performance, and identify key customer segments for trend forecasting.**
- **Cleaned and pre-processed data** to address missing values and inconsistencies
- Generated new columns for time, day, and week to **analyze sales patterns** more effectively
- Identified **key customer segments and purchasing trends.**

Key Skills: Coal Quality Analysis, Process Optimization, Quality Control Implementation, Cost Reduction Strategies

Consulting Project – INDIBINI Apr 2023 – July 2023

- **Developed** a marketing strategy that led to a **15% increase** in product sales and service adoption for a sustainability-focused company.
- **Engaged** with clients, achieving an **80% client retention rate** through tailored discussions on products and services.
- **Evaluated** 30+ marketing plans, identifying 10 key initiatives, resulting in a **25% improvement** in ROI and a **10% market share growth.**
- The Startup has been showcased and **raised a funding of Rs 1Cr on Shark Tank season 3.**

Key Skills: Marketing strategy development, client engagement, sales growth, ROI analysis, market share expansion.

BoxBoy – Intern Jan 2023 – March 2023

- **Engaged** with customers to develop tailored marketing plans, leading to a **60% increase** in footfall.
- **Analyzed** 2K customer inquiries to optimize KPIs, improving solution strategies and **boosting annual turnover** by 5%
- **Formulated** a fundraising pitch, securing **1 crore** in potential funding.
- **Optimized** processes, contributing to a **10% increase** in net EBITDA.

Key Skills: Customer engagement, marketing strategy development, data analysis, KPI optimization, fundraising, problem-solving,