

Dev kumar

+91-8210410823
8210410823r@gmail.com

GitHub Profile
LinkedIn Profile

EDUCATION

- Birla Institute of Technology, Mesra** 2021-25
Bachelor of Technology in Chemical Engineering 7.765
- Delhi Public School,Dhanbad** 2018-2020
Intermediate in CBSE 88 %

EXPERIENCE

- TATA STEEL** May 2024-July 2024
Management Trainee-Technical Intern Jamshedpur
* Analyzed data for 4 years for differential pressure, cross wall, and thermocouple temperature to assess regenerator performance.
* Developed a strategic improvement plan using data analysis, leading to a 15% increase in regenerator efficiency.
- Steel Authority of India Ltd** June 2023- July 2023
Intern Dhanbad
* Conducted proximate analysis to evaluate coal quality for processing and transportation, reducing costs by 10%.
* Implemented quality control protocols, increasing processing accuracy by 12%..

PROJECTS

- E commerce Sales Dashboard** May 2023- June 2023
Created an interactive Power BI dashboard to enhance e-commerce decision-making.)
* Improved decision-making efficiency by 30% through tailored tables and data connections.
* Enhanced user experience by 10% with custom visualizations and complex parameters.
- Consulting Project**
Developed a marketing strategy for a company which manufactures products related to sustainability and environmental management.
* Engaged with client to discuss products, services, and solutions, achieving a 80% client retention rate.
Assisted the client in designing and developing marketing plans, contributing to a 15% increase in product sales and service adoption.
Evaluated 30+ marketing plans, identified 10 strategic marketing initiatives, and monitored program performance, leading to a 25% improvement in marketing ROI and a 10% increase in market share.

SKILLS AND ACHIEVEMENTS

General Programming: C++,Python

Analytical tools:MS Excel, MS PowerPoint, MS Word, MS Power BI Pandas,NumPy,Matplotlib,Microsoft PowerPoint

Databases:MySQL,MS Excel

Relevant Coursework:Principle of Economics,Statistics,Business Analytics,Consulting Frameworks.

Achievements:Business Plan Competition - B-Trix 2k23 (MBA Department, Birla Institute Of Technology, Mesra, Ranchi): Achieved 1st place in a Business Plan competition for presenting "Farm-Ezy," a strategic proposal aimed at addressing constraints within the Indian Agricultural Supply Chain

Top 100 participant in IIT Guwahati Winter consulting 2023

Attributes:Presentation,Project Management,Business Acumen,,Planning, Organized, Creative Problem-Solving, Teamwork, Active Listening, Adaptability, Analytical Thinking.

POSITIONS OF RESPONSIBILITY

- Senior Consultant** 180 DC, Consulting and Analytics club Feb 2023-March 2024
Engaged with customers to discuss products and solutions, ensuring client retention.
Developed marketing plans, resulting in a 25% increase in customer satisfaction.
Evaluated marketing strategies, leading to a 20% improvement in outcomes.
- Management Lead** Google Developer Student Clubs March 2024-Current
Managed an annual club budget of Rs18,000, acquiring resources and ensuring smooth operations for all events.
Led and coordinated a management team of 60+ members, overseeing the planning and execution of 4 events.
Enhanced public interaction and expanded reach through effective social media management, resulting in a 30% increase in followers and a 20% increase in event attendance.