Dev kumar

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⭘ GitHub Profile

in LinkedIn Profile

EDUCATION

- **Birla Institute of Technology, Mesra** *2021-25*
  Bachelor of Technology in Chemical Engineering 7.79

- **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.
  - ∗ Recognized with the Second Best Intern Award for a practical solution currently being put into practice.

- **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.

- **Walmart Sales Analytics and Trend Forecasting**

  Leveraged MySQL to clean Walmart sales data, create time-based features, assess product performance, and identify key customer segment
  - 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
    Assessed the performance of various product lines.• Identified key customer segments and purchasing trends.

SKILLS anD Achievements

Technical skills :Python,SQL

Analytical tools:MS Excel, MS PowerPoint, MS Word, MS Power BI,Microsoft PowerPoint

Databases:MS Excel,My SQL

Relevant Coursework:Business Analytics,Consulting Frameworks.

Co-Curricular activities: Vice Captaain–Institute Volleyball team,Director at Ehsaas Dramatics society.

Achievements 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.