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 and Probability,Machine learning fundamentals,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 inIIT Guwahati Winter consulting 2023
Attributes:Presentation,Supply Chain Management, Logistics Management,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.