Kayala Siva Ram Prakhash
Male, 24

BNY - Intern	Marketing/Analytics

EDUCATION

Year	Degree	Institute/School	%
2024-2026	MBA	IIM Jammu	--
2023	B.Tech. (Mechanical Engineering)	BML Munjal University, Gurgaon	82.10
2018	Class XII (CBSE)	MP & EV EM School, Visakhapatnam	82.60
2016	Class X (BSEAP)	Sri Chaitanya EM School, Visakhapatnam	97.00

SUMMER INTERNSHIP

Corporate Trust Intern	BNY	May '25 - Jun '25

Responsibilities	**Analyzed** and **digitized** legacy financial agreements using internal software, reducing backlog and enhancing data accessibility assisting the billing remediation team - Identified and **resolved** data inconsistencies, standardized documentation, and improved audit readiness and compliance **Collaborated** cross-functionally, proposed integrated issue tracking solutions, and streamlined workflow efficiency with automation

INTERNSHIP · 21 Weeks

Product Engineering Intern	Morris Garages India	Feb '23 - May '23

Responsibilities	**Resolved** a critical fitment issue in the **MG Comet EV** using advanced **quality management tools**, ensuring enhanced vehicle performance and reliability for 54 PP built vehicles **Implemented** strategic modifications to optimize trim fitment, directly contributing to the **improved safety and reliability** of the MG Comet EV - Used quality management tools like **FMEA**, **Root Cause Analysis**, **Ishikawa** and **5 Why Analysis**

Operations Intern	Rockman Industries	Jun '21 - Jul '21

Responsibilities	**Acquired** hands-on experience in operations strategy and manufacturing processes for four-wheeler alloy wheels, demonstrating proficiency in industry etiquette and exploring various company verticals to broaden industry knowledge

ACHIEVEMENTS

- Co-Authored and Published **2 Research Papers** in the field of Tribology & Material Science
- **Achieved 1st Position** in case competition among MBA students of the 2024 batch at IIM Jammu
- **Received Academic Merit Scholarship** for my B.Tech for the entire course curriculum at BML Munjal University
- Ranked **AIR 861** in LPUNEST and **AIR 32** in AUEET Engineering Entrance Examinations

ACADEMIC PROJECT

Predicting Customer Churn Rates for OTT Platforms	- Developed and optimized machine learning models to predict OTT customer churn, achieving 91% accuracy using Random Forest and GBM - Analyzed 2,000+ customer records to identify key churn drivers, delivering actionable insights for retention strategy enhancement - Engineered data pipelines and evaluated model performance using precision, recall, and F1 score to guide business decisions

CERTIFICATIONS

- Agile Project Management Offered by Google through Coursera
- Six Sigma and the Organization (Advanced) offered by University System of Georgia through Coursera

EXTRACURRICULAR ACTIVITIES

- Captained and Won Intra college Cricket Competition
- Participated in and clinched victory in an intra-college kabaddi competition

OTHER INFORMATION

Skills	MS Office	Python	Communication
Interests	- Playing Cricket: Passionate about the sport, both as a player and a spectator - Watching movies: enjoy exploring various genre to appreciate storytelling and cinematic styles		