

Aryaman Kohli

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Education

Birla Institute of Technology and Science, Pilani

B.E. Civil Engineering (Minor in Finance) | CGPA: 9.25/10

2020 – 2024

Work Experience

Deutsche Bank

Analyst Intern

Pune, India

July 2023 – Dec 2023

- Led process improvement for month-end reconciliation, identifying pain points via stakeholder interviews, root-cause analysis, and data validation across systems.
- Partnered cross-functionally to implement a data stewardship fix resolving approx. **\$18B** in feed discrepancies, boosting accuracy and reducing reconciliation time.
- Enhanced internal Python automation scripts to integrate four additional data feeds, cutting process runtime by approx. **40 minutes** and enabling faster reporting.
- Formulated automated stakeholder reporting, streamlining communication and saving approx. **20 minutes** daily.
- Engineered SQL-based validation queries to eliminate data anomalies, reducing month-end close time by **2+ hours**.

Indira Gandhi Centre for Atomic Research (IGCAR)

Remote

Research Analyst Intern

May 2022 – July 2022

- Investigated production inefficiencies in concrete testing using Excel, pivot tables, and control charts.
- Synthesized insights from **200+** data points and recommended process changes to stakeholders.

Skills

Technical Skills: SQL, Power BI, Excel, Google Sheets, Microsoft Office Suite

Product & Business: Product Strategy, Feature Prioritization, Data Analysis, Process Optimization, Market Research, Stakeholder Management, Competitive Benchmarking

Projects

Product Decks

- **Move-In-Sync:** Used Eisenhower matrix to prioritize issues, then proposed HRMS integration, IVR confirmations, and driver incentives to raise OTA from **85% to 95%**.
- **CricBuzz:** Conceptualized & prioritized 5 retention features via RICE framework to boost engagement & repeat visits
- **SplitWise:** Developed 4 features to improve engagement & retention, prioritized via RICE, & defined success metrics

Business Strategy Analysis

- Evaluated industry and company dynamics via Porter's Five Forces, BCG Matrix, and SPACE Analysis.
- Recommended strategic moves based on market positioning, growth potential, and cost leadership.

Sports Retail Analysis

- Analyzed **3,000+ SKUs** using SQL CTEs and logic to classify products by brand, category, pricing, and revenue.
- Identified revenue lift opportunities via price-tier optimization, discount strategy, and category-specific focus.

Hospitality Business Intelligence Dashboard

- Developed a Power BI dashboard with KPIs like ADR, RevPAR, occupancy rate, and cancellation rate across **50K+** booking records to guide revenue strategy.
- Identified high-value segments with **15–20%** higher ADR and proposed dynamic weekday/weekend pricing and platform-specific promotions to reduce cancellations by an estimated **8–10%**.

Position of Responsibility

Head | Department of Photography, BITS Hyderabad

- Led a **40-member team**, delivering photography for **150+ events** from requirement gathering with organizers to execution, editing, and on-time delivery.
- Scaled Instagram reach **10x**, enhancing audience engagement and content visibility.

Certifications

Microsoft Power BI Desktop for Business Intelligence | Udemy

Bloomberg Market Concepts | Bloomberg