ARYAMAN KOHLI

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Education

Birla Institute of Technology and Science, Pilani   2020 – 2024
B.E. Civil Engineering (Minor in Finance) | CGPA: 9.25/10

Work Experience

Deutsche Bank   July 2023 – Dec 2023
Analyst Intern   Pune, India

- 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)   May 2022 – July 2022
Research Analyst Intern   Remote

- 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.