

# Kushal Saini | Male | 27

Educational Background				
MBA	IIM Ahmedabad	2.96/4.33	2026	
BTech	IIT Kharagpur	68.4%	2020	
Product & AI Experience				
Academic Projects				
<a href="#">AI Market Researcher</a>	Configured multiple <b>model agent (tools, subagents)</b> to perform individual tasks and avoid hallucination Customised AI prompts to deliver research insights and automate user persona creation and selection		2025	
<a href="#">Zinglyt (zinglyt.com)</a>	Deployed the cross platform(web/android) dating application to solve the IIMA prom date match problem Onboarded 70+ users in first phase of testing, implemented feedback, changed the positioning of the app		2025	
EVs In India	Identified critical EV <b>industry pain points</b> in R&D and consumer adoption by <b>conducting detailed interviews</b> with both industry experts, startups founders and technology researchers across domains		2025	
UAV Networks	Designed autonomous <b>UAV</b> to solve surveillance and mapping challenges in difficult-to-access terrains Configured multiple <b>algorithm</b> and <b>networking</b> for autonomous pathfinding for scalable coordination		2019	
Intelligence Systems	Addressed <b>post-login security gaps</b> by developing a <b>cost-effective</b> behavioural biometric system Implemented Gaussian Mixture Model to continuously authenticate <b>users</b> based on their <b>unique dynamics</b>		2019	
Internships				
GIAN	Developed a <b>RAG AI agent from 0 to 1</b> to enable natural language querying across multiple databases Solved critical <b>user drop-off</b> by enabling multi-lingual & voice interaction, making it accessible for all		2025	
Multiple Startups	Shipped a <b>Web App (PWA)</b> in <b>48 hrs</b> to bypass app store friction, addressing a key onboarding bottleneck Scaled a single-user local dashboard into a multi-user <b>CRM dashboard</b> , enabling data-driven insights Built real-time ops tracker <b>app</b> to eliminate bottlenecks via inventory monitoring, solving revenue loss		2019 2019 2018	
Professional Experience (36 Months) – Assistant Manager, GRSE LTD (Shipbuilders, Defence PSU) (Sep '20 – Sep '23)				
Appreciations and Achievements	Received <b>CMD's Appreciation Award</b> for meritorious service performance at GRSE throughout 2021-2022 Certificate of Appreciation awarded by <b>T&amp;HD, Guyana</b> for exceptional project execution and client service Successfully delivered worth <b>100 Cr+</b> project <b>ahead of schedule</b> amidst the pandemic to T&HD, Guyana Realised <b>cost savings of 5% (~ 5 Cr)</b> by <b>data-backed decisions</b> to analyse contract terms and orders			
Project Management	Spearheaded development of a PERT that <b>2x operational efficiency</b> , enabling on-time delivery of the project Identified critical inefficiencies in workflow; <b>designed &amp; launched automation tool</b> that cut task time by <b>80%</b> <b>Reduced idle time</b> by 11.11% (~ 2 months), avoided major delay by the identification of 39 unordered valves Launched a centralized issue tracker for <b>15+</b> stakeholders, replacing emails and cutting resolution time by <b>50%</b> Conducted 50+ onsite inspection, <b>identified and resolved</b> 70% information & 20% technical issues on the spot			
Team handling and Client Management	Led a team of <b>5+ subcontractors</b> and coordinated across <b>design &amp; material team</b> for execution of activities Achieved <b>100% (555/555)</b> handing over and inspection of items/ inventories to the ship's crew within 2 days Implemented <b>MIS</b> ; coordinated with <b>15+ OEMs</b> and <b>40+ ship staff</b> for conducting a training session in Guyana			
Initiatives	Launched <b>dashboard</b> , replaced manual reporting, providing real-time visibility, accelerating vendor coordination Proposed standardisation of WBS and Material codes. Accepted and ordered for improving Material codes			
Positions of Responsibility				
Forward Planner	Prepared build strategy for <b>five (05) class of ships</b> by analysis of <b>5+ RFPs</b> (Request for Proposals) Estimated the resource requirements & resource allocation for participating in <b>15+ bids</b> for projects		2022	
Nodal Officer	Reduced workload by <b>80%</b> , streamlined building reports and increased tracing and efficiency by <b>500%</b> Budgeted financials of <b>INR 24000 Cr</b> covering <b>5+ projects / 17+ vessels in shipbuilding</b>		2021	
Secretary Fine Arts, IIT KGP	Awarded the Best Secretary, 1/3 of 600+, won <b>Fine-Arts Cup</b> for RK hall with significant points margin Organized workshops and increased participation to <b>21+</b> in the <b>5+ intra-college Fine Arts events</b>		2018	
Achievements and Certifications				
Achievements and Certifications	1/40 out of 40000 registered teams, qualified for <b>semi-final of SBI IdeationX 2.0 case competition</b> Certified Project Management Associate IPMA Lvl. D by <b>PMA Cert</b> the Certification Body of PMA Completed certifications in python, Android/Web Development, Machine Learning, Blockchain basics Qualified stage 2 for the <b>6th National Championship</b> on Student Autonomous Underwater Vehicles		2025 2022 2019 2018	
Extra-Curricular Activities				
IIMA	Finesse	Raised 41000 in annual art exhibition for kid-can-can-kid foundation with sales of own artwork	2024	
	TRBS	First runner up in TRBS open Arts competition among the 80+ entries received from all India	2025	
	IIM Acts	Performed a motivational 'nukkad natak' (street play) for first-year MBA students depicting campus life	2025	
IITKGP	Cultural & Fine Arts	Captain of fine arts team, 1 of 600+, ideated the <b>silver-winning</b> rangoli with target audience of 5K+ Won <b>Silver &amp; Bronze</b> among 10+ teams; 60+ students, Intra College T & Clay modelling competition Won <b>Gold</b> , 15+ teams; 5K+ students in Intra College Illumination comp. (crafted using 15K+ diyas)	2019 2018 2016	
	Technology	Reduced size and errors by <b>designing</b> and implementing new <b>PCBs</b> , automated picker for AUV bot Won <b>Gold</b> among 15+ teams and 5K+ students for developing <b>blockchain based</b> media-sharing app	2018 2017	
	Hobby	Fine Arts      App development      Playing Sudoku and Volleyball		
+91 7838076187		Dorm 32 Room 09, IIM Ahmedabad, Vastrapur, Ahmedabad, 380 015	p24kushal@iima.ac.in	

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