

Paratyaksh Singh

E-mail: paratyaksh.singh@gmail.com, paratyakshs2021@iimbmg.ac.in

Contact: +91 – 8791106355(W), 9056279914

WORK EXPERIENCE			
MT – Strategy BYJU'S	<ul style="list-style-type: none">Project management and prioritization, product integrations, risk containment and sales compliance, expectation management, relationship management and problem solvingPart of team that led the end-to-end integration of Exam Prep UGC-NET, CSIR & NDA products; Prepared extensive BRDs & PRDs for the mid ticket sized productsRestructured the loan process & down payment amount for Loan Management & KART systemLed implementation of auto Code of conduct signing in SOS platform for the 20K+ employeesWorked with Senior Leadership to create a road map for achieving zero sales related escalationsLed the restructuring & implementation of sales compliance process for PAN India sales teamPrepared extensive BRDs for the development of the Sales Compliance PlatformProvided employee development through Compliance Training of the PAN India sales team of 20K+ strength & setting up the disciplinary action framework with the HR team.Developed a comprehensive grasp of day-to-day process hurdles and gaps leading to escalationsResulted an increase in customer satisfaction by 6% and savings of over 50 Crores in 3 monthsManaged multiple stakeholders: 20+ input teams, platform team & the sales compliance teamSpearheading the setting up of pan India Risk Containment Unit on 10+ locations as a team for checking fraudulent activities against the customers and the company	Jan'22 - Present	
Assistant Manager Quess Corp Ltd.	<ul style="list-style-type: none">Responsible for managing employer branding & Great Place To Work certification projectAnalyzed over 4000 free text responses of employees using Python and derived the Employer Value Proposition statement as the acronym – O.C.E.A.NSupported in implementing Govt. scheme, called National Apprenticeship Promotion SchemeApplying NAPS to over 600 vacancies, 200 vacancies filled resulting in savings of over 20 lakhs.	May'21 - Jan'22	
INTERNSHIPS			
Consultant ZIGRAM	<ul style="list-style-type: none">Responsible for developing the framework of Pristine Data Lakes & implementing on a productAssessed the market landscape, challenges, and potential of the \$8 Bn Data Lakes industryDeveloped the framework for Pristine Data Lakes(PDL) on Amazon Web ServicesImplemented full text search in AWS using PDL & reduced the search time from 6 to 2-3 sec	2020 Mar - Jun	
Research Intern Finamics Global	<ul style="list-style-type: none">Responsible for developing backend algorithms for a stock prediction model based on MLLed a team of 4 software developer interns to build the Risk Management System (RMS)Built the Prediction Engine and RMS on Python libraries: Keras, Sklearn and TensorflowPrediction Model achieved accuracy of over 60% over 20 year - 1 minute currency data	Nov'18 - Apr'19	
EDUCATION			
MBA (Finance, General Management)	Indian Institute of Management (IIM), Bodh Gaya	56.03%	2021
B.E (Information Technology)	UIET, Panjab University, Chandigarh	59.60%	2018
Senior Secondary Certificate Exam	Asha Modern School, Saharanpur, Uttar Pradesh	82.60%	2013
Secondary School Examination	Asha Modern School, Saharanpur, Uttar Pradesh	89.30%	2011
POSITION OF RESPONSIBILITY			
Core Member Envision Cell IIM BG	<ul style="list-style-type: none">Managed the Official social media marketing of Entrepreneurship cell of IIM BG – EnvisionIncreased the followership using content marketing by average 300% on FB & LinkedInOrganized first E-Summit of IIM BG-YES 2020 with more than 400 registration & 22K views	Aug'19 Mar'21	
Core Member TEDx IIMBG	<ul style="list-style-type: none">Organized the first TEDx Talk of IIM Bodhgaya with 8 speakers from various domainsHeaded the designing team and digital & social media marketing team of 4 members	2020 Nov - Dec	
ACADEMIC & LIVE PROJECTS			
Associate Intern Code Bucket	<ul style="list-style-type: none">Worked as a Marketing Associate & Financial Planner for Codebucket Solutions Pvt LtdPerformed financial modelling, financial strategies, revenue recognition and PATProjects were from Edu-Tech, Healthcare, Agri-tech & Shared mobility domains	2020 Jan - Jul	
Team Member Effi-Cars 2.0	<ul style="list-style-type: none">Developed an E.V prototype for pan India competition of 30 teams in team of 8 studentsCarried out extensive market research, price negotiations & repair works for the vehicle	2017 Jul - Nov	
CERTIFICATIONS/ACHIEVEMENTS			
Power BI & Tableau	<ul style="list-style-type: none">Gained knowledge of data visualization & making dashboard using Power BI & Tableau	2020	
FMEP, Finlatics	<ul style="list-style-type: none">Performed financial analysis of 3 companies, Secured 75% in the certificate course	2020	
Advanced Excel	<ul style="list-style-type: none">Gained knowledge of advanced functions in MS-Excel and creating dashboards	2020	