

PRAJWAL KUSHA

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EDUCATION

THE GEORGE WASHINGTON UNIVERSITY, School of Business

Washington, DC

Master of Science, Business Analytics

December 2025

- Relevant Courses: Data Management for Analytics | Machine Learning | Big Data & Supply Chain Analytics | Statistics for Analytics | Programming for Analytics (R & Python)
- Awards: GW School of Business Merit-Based Fellowship

PRESIDENCY UNIVERSITY, School of Engineering

Bangalore, India

Bachelor of Technology, Mechanical Engineering

March 2021

- Relevant Courses: Computer Programming | Design Thinking and Team Building | Statistics and Probability
- Leadership: Student Representative and Lead Coordinator, Department of Student Affairs

TECHNICAL SKILLS

- **Languages:** TypeScript, JavaScript, Python, R, SQL, HTML, CSS
- **Frameworks & Libraries:** React, Next.js, Tailwind CSS, Framer Motion, TypewriterJS
- **Tools:** Docker, Git, Vercel, AWS, Jupyter, PostgreSQL, MySQL
- **ML/Analytics:** scikit-learn, TensorFlow, PySpark, Gurobi, Power BI, Tableau

EXPERIENCE

LEVERAGE ED-TECH PRIVATE LIMITED (Vasudhaiva Kutumbakam Group Private Limited)

New Delhi, India

Senior Consultant – Operations

March 2021 - May 2024

- Implemented targeted outreach and data-driven sales strategies using analytics and customer segmentation, resulting in a 30% increase in client acquisition and contributing to approximately 15% of the team's annual revenue.
- Automated reporting workflows and optimized data operations using Excel, SQL, and CRM tools, improving accuracy and operational efficiency across client management.
- Improved client retention and sales performance by over 35% by leveraging market insights and predictive analytics to proactively address risk factors and optimize engagement strategies.

TECHNICAL PROJECTS

Portfolio Website | Tech Stack: Next.js, Tailwind CSS, TypeScript, Vercel

[Website](#)

- Designed and developed a fully responsive portfolio using Next.js, Tailwind CSS, and TypeScript, showcasing personal projects, technical skills, and interactive UI components with light/dark theming and animated transitions.
- Deployed on Vercel with performance optimizations, custom routing, and seamless scalability; includes dynamic resume downloads, project highlights, and a clean, modular codebase reflecting modern frontend best practices.

Capital Bikeshare Summer Analysis | Tech Stack: AWS, Linux, SSH, JupyterLab

[GitHub](#)

- Leveraged AWS EC2 for scalable computing power, executing data manipulation tasks using Linux commands to efficiently process large datasets and derive actionable insights.
- Identified high-demand stations and frequently used bikes (Lincoln Memorial, Union Station), providing recommendations to optimize bike availability and maintenance schedules, improving system efficiency

FEC Political Contributions Data Analysis | Tech Stack: AWS, SQL, Bash, PostgreSQL, Apache Spark

[GitHub](#)

- Analyzed political contributions to identify trends in key states (California, Texas, Florida) and the growing influence of wealthy donors and PACs, using AWS EC2, PostgreSQL, and Apache Spark to process 3.37 GB of FEC data, revealing critical insights into campaign financing.
- Evaluated the impact of PACs like One Nation and high-value donors such as Timothy Mellon on political campaigns, highlighting the need for greater transparency and regulation in campaign finance.

House Prices Prediction | Tech Stack: Kaggle, Python, Scikit-Learn, matplotlib, Gradient Boosting

[GitHub](#)

- Built a House Price Prediction Model: Developed a machine learning pipeline using Python and scikit-learn, achieving a validation RMSE of 27,897.11 through data preprocessing, feature engineering, and Gradient Boosting.
- Optimized Model Performance: Performed hyperparameter tuning with GridSearchCV and evaluated model performance using feature importance plots and correlation heatmaps, ensuring accurate predictions for real estate analysis.

ADDITIONAL INFORMATION

Certifications: Career Essentials in Data Analysis, Microsoft and LinkedIn | Foundations of Business Strategy, University of Virginia, Coursera

Involvement: Volunteer, Swachh Bharat Abhiyan - Clean India