

PRAJWAL KUSHA

(703) 928-7389 • Washington, DC 20052 • p.kusha@gwmail.gwu.edu • [LinkedIn-Prajwal Kusha](#) • [Portfolio-Website](#)

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 I & II (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

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 consultative sales strategies, utilizing Data Analytics and Customer Segmentation, driving a 30% client acquisition and contributing to 35% growth in annual revenue across multiple quarters.
- Optimized data management workflows and automated reporting processes using advanced tools such as Excel, SQL, and CRM systems, improving data accuracy, streamlining client interactions, and enhancing operational efficiency.
- Orchestrated in-depth analysis of market trends and implemented strategic decision-making processes, leading to a remarkable 35% increase in quarterly sales performance alongside exceeding annual revenue objectives by over 40%.
- Deployed predictive analytics and client risk models to identify and address at-risk clients, significantly improving client retention rates and reducing potential disengagement.
- Mastered data visualization techniques to interpret complex data for executive reports, supporting business intelligence and facilitating the execution of market-driven strategies.
- Achieved consistent recognition as a top 10 performer, receiving accolades from peers and senior management for outstanding performance and commitment to delivering exceptional results.

PROJECTS

THE GEORGE WASHINGTON UNIVERSITY, School of Business

Washington, DC

Capital Bikeshare Summer 2018 Analysis | Tech Stack: AWS, Linux, SSH, JupyterLab

[GitHub](#)

- Leveraged AWS EC2 to provide scalable computing power and executed data manipulation tasks using Linux commands.
- Identified the most popular stations and bikes, delivering valuable insights to optimize the bike share system.

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

[GitHub](#)

- Conducted in-depth analysis of individual political contributions to identify trends in campaign financing, focusing on high-value donors, PACs, and geographic distribution of contributions.
- Processed and analyzed 3.37 GB of FEC data using AWS EC2 instances, leveraging Bash scripting for data preprocessing and Jupyter Notebook for interactive data exploration and visualization.

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
Languages:	English, Hindi, Kannada, Telugu
Technical Skills:	Python, Power BI, Excel, SQL, Tableau, AWS, SSH, R, Apache Spark, Hadoop AI/ML, DBMS, Predictive Modelling, Gurobi, Financial Analysis, Project Management
Involvement:	Volunteer, Swachh Bharat Abhiyan - Clean India