



EDUCATION

B.TECH Chemical Engineering	2021	IIT Hyderabad	7.80/10.00
Class 12th RBSE	2017	Vidya Bharti Public School, Sikar, Raj	91.4%
Class 10th RBSE	2015	Vidya Bharti Public School, Sikar, Raj	93.17%

WORK EXPERIENCE

Saveo HealthTech Pvt. Ltd. / Aug 2021 - Present / Senior Business Analyst

- Owned weekly business reviews and monthly P&L reporting. Delivered customer and business insights to business stakeholders that led to:
 - Gross Margin% increased by **2.8%** as a result of business meetings. Additionally, inwarding improved by **26%**, delivery within SLA increased by **37%**, inventory inwarding TAT dropped from 6-7 days to 2-3 days.
 - The monthly P&L reports emphasised costs, resulting in decrease of **1.8% and 2.3%** in CM1 and CM2.
- Scoped BRDs for new features or improvements that aimed to enhance processes and ensure system stability:
 - Created a feature's end-to-end process flow for an internal app that decreased dispatch time by **8-12 minutes**.
 - Enhanced bill modification process for MRP changes which has stopped the loss to the company at **3.4 lacs** and eliminated 5-6 daily customer cases related to this issue, thus saved CS Ops team's bandwidth.
- Acted as a product support specialist in detecting and reporting system bugs on a daily basis and collaborated with the product/tech teams to resolve them promptly:
 - Rectified issue in debit and credit of coins to the customers, thus stopped the loss at **92,000** to the company.
 - Helped in reducing the inventory bounce by **17%** by identifying the issue in the updation of quantities in IMS.
- Designed reports and Ops dashboards for monitoring day-to-day activities and performance:
 - Generated an ops summary report on a daily basis that enhanced our delivery within SLA by **42%** in a month.
 - Ops dashboard decreased cases of unprocessed invoices by **4%** and led to daily closure of day to day tasks.
- Worked as a BA for CS Ops domain where I addressed their system related problems, provided data queries, and documented issue resolution steps, which reduced their issue closure time from **48-72 hours to 8-36 hours**.

Snazzy / Jan 2021 - April 2021 / Sales and Operations Intern

- Snazzy is a YC backed direct-to-consumer startup which manufactures aligners.
- Handled the complete on ground operations for Hyderabad and Mumbai which also included partner onboarding.
- Helped in setting up the backend workflow on Zoho CRM which eventually helped in increasing the revenue by 150%

StoryXpress / June 2020 - Sept 2020 / Digital Marketing Intern

- Increased the online presence of the company and generated more traffic on their website through On-Page and Off-Page SEO, Content Distribution, and Backlink Creation which also improved their Alexa Rank and Domain rating.
- Handled their YouTube channel where I was creating, publishing, and optimising the videos

POSITIONS OF RESPONSIBILITY

Elan & Nvision / May 2019 - April 2020 / Head, Marketing & Sponsorship

- Elan & Nvision is the annual techno-cultural fest of IIT Hyderabad where I lead a team of 40+ people.
- Brought in the monetary sponsorship of 30+ lakhs, which is the highest of all times
- Handled the publicity of the fest through the local newspapers and news channels

SKILLS

Technical Skills/Softwares - SQL, Mongo, Python, Metabase, Microsoft Excel, Canva, Invideo,

Other Skills - Data Visualization, Data Extraction, Reports Creation, Data Presentation, Teamwork, Analytical Ability

EXTRACURRICULAR

- Represented IIT Hyderabad in Group Dance at Inter IIT Cultural Meet held at IIT Roorkee in December 2018
- Volunteered for the AFI Annual Forum 2019 to organize the event successfully at ISB