



Sourabh Surage
Energy Science and Engineering
Indian Institute of Technology, Bombay

16D170021
Dual Degree (B.Tech. + M.Tech.)
Gender: Male
DOB: 06-04-1997

Examination	University	Institute	Year	CPI / %
Graduation	IIT Bombay	IIT Bombay	2021	

PROFESSIONAL EXPERIENCE

CRISIL MUMBAI | An S&P Global Company | Internship [May'19-Jul'19]

Project: Identifying Success Factors for bottled water industries in India

WORK	<ul style="list-style-type: none">Performed thorough market research via interactions with 35+ industry professionals and C&F agentsDeduced region-wise, industry-wise & SKU-wise market share by value & volume via primary researchAnalysed balance sheets with P&L statements of 4 brands for FY2014-18 to identify major expense groupVisited Bisleri's Production & Distribution Plant gaining deeper insights on manufacturing & purification
IMPACT	<ul style="list-style-type: none">Identified potential of cost reduction in distribution margins through direct distribution methodologyDetermined saving prospects in Transportation & Distribution expenses by leveraging on co-packersSuccess Factors: Direct Distribution Increased Co-Packers Varied SKU Portfolio Quality of Plastic

POSITIONS OF RESPONSIBILITY

MARKETING & MEDIA MANAGER, TECHFEST | Asia's Largest Science & Technology Festival [Mar'18-Mar'19]

Part of 23 member core managerial team | Budget: **INR 74M** | FB Following: **3M** | Footfall: **175,000+** | Events: **250+**

LEADERSHIP	<ul style="list-style-type: none">Led a 2-tier team of 75 students to procure sponsorship & manage agreements with 77 corporate clients
MANAGEMENT	<ul style="list-style-type: none">Procured all-time highest sponsorship, both of cash: INR (20% y-o-y growth) & overall: INR 44MRoped in Amazon Prime Video as Title Sponsor by non-static branding adding INR cash sponsorshipConcluded deals with 40% of sponsors individually worth INR through 70+ corporate meetings
INITIATIVES	<ul style="list-style-type: none">Set Guinness World Record for most LED lights lit simultaneously Solar Ambassador Initiative 5700 studentsPartnered with NITI Aayog and MNRE for PAN India solar energy workshop impacting 137,000+ studentsConceptualised 'SPEAK', workshops on mental health endorsed by Ms. Yami Gautam 10,000+ students

SUSTAINABILITY ADMINISTRATOR, HOSTEL-18 | 1,000+ Residents [Oct'19-Apr'20]

Tier-2 hostel level consultant position for **reducing overall waste & energy footprint** | Organised session on **zero-waste** lifestyle

- Achieved **55% reduction** (10.5 ton/year) of food wastage by incentivising no-wastage meals & providing special food coupons
- Audited corridor lighting system **saving 33%** (17,500 units/year) on electricity bills through strategic illumination scheduling

SOCIAL SECRETARY, HOSTEL-6 | Winner, Overall Cultural Cup, 2017 [Aug'17-Apr'18]

1st Position in PAF 2018: Performing Arts Festival with individual awards in 8 out of 11 genres | **1st in Dramatics** | **2nd in Dance**

- Orchestrated hostel entries for General Championship-Cultural events securing **top positions** in 5 out of 7 genres
- Planned and executed **15+** festive occasions & H6-fest with **INR 400,000** budget to promote cultural synergy in the hostel

DEPARTMENT PLACEMENT COORDINATOR | Institute Placement Team [Jul'20-Present]

- Mapping students' skillset & expertise to streamline **company pitch** persuading firms to open JAFs for energy department
- Conducting preparatory placement activities to award up to 26 incentive points focused on **enhancing employability** skills

KEY SPECIALISATIONS

IBM DATA SCIENCE PROFESSIONAL CERTIFICATE | Coursera [Apr'20-May'20]

Completed 9 IBM authenticated courses with an aggregate grade of **98.4%** | Programming languages: Python, SQL

- Modelled Foursquare data to identify location specific **business potential** using folium maps & primary data scrapped online
- Operated **SVM** to build & train model using human cells record for **cancer detection** by mapping data in higher dimension
- Covered Data Science concepts: **Machine Learning**, RDBMS, Data Analysis & Visualisation, Statistics, **Business Intelligence**

SIX SIGMA GREEN BELT | BKO Accredited | Six Sigma Academy Amsterdam | Udemy [Apr'20]

- Applied **time lag analysis** btw marketing budget & TRP for daily soap to **improve correlation** coefficient from 0.21 to 0.81
- Studied DMAIC, SIPOC, **Regression**, Priority Matrix, Critical path method, Statistical process control & **Supply Chain** cases

EXTRA-CURRICULARS

AWARDS	<ul style="list-style-type: none">1st Position in Main Dramatics General Championship beating 13 hostels Played Supporting Actor [17]2nd Position in Freshmen Film Making Competition on Product Selling Performed as Lead Actor [16]3rd Position in XLR8 Competition: Building Obstacle Manoeuvring Bluetooth bot Led a team of 3 [16]5th Position in Goonj: Inter Hostel Band Competition btw 14 hostels Performed as Bass Guitarist [18]
SOCIAL	<ul style="list-style-type: none">Currently Volunteering for POSH at Work (Prevention of Sexual Harassment) Empanelled by MWCD GoIRural Immersion Programme (CTARA): Spent 15 days in remote village experiencing rural challenges [19]
TECHNICAL	<ul style="list-style-type: none">Python, SQL, MySQL, Excel Macros & VBA Libraries: Pandas, NumPy, SciPy, Scikit-learn, MatplotlibUdemy: Developed Tic-Tac-Toe and Black-Jack Games with Python over Jupyter Notebook [20]
SCHOLASTIC	<ul style="list-style-type: none">Cracked GATE (XE) with AIR 495 to become highly skilled Teaching Assistant with increased stipend [20] <p>Scholastic achievements and extracurricular activities are not verified by the Placement Cell</p>