



Siddhant Kurmi
Civil Engineering
Indian Institute of Technology, Bombay

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B.Tech.
Gender: Male
DOB: 03-10-1998

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

PROFESSIONAL EXPERIENCE

Business Strategy & Planning | Vendorskart Pvt. Ltd [Apr'20-May'20]

Received a **Letter of Recommendation** from the CEO for exemplary performance during the internship

- Performed industrial research, **5-C Analysis** & **SWOT Analysis** to facilitate the market entry of smart wearables in Indian market
- Applied **predictive sales analytics** to determine the product line by studying import data, Amazon database & consumer reports
- Designed the Excel-based **Finance Model** to estimate breakeven point, financial risks and forecast a 5-year revenue projection
- Structured the initial investment of **4 M** into fixed and variable costs; generated **25%** profit by optimising marketing strategies

Data Analyst | Sapio Analytics [Jun'20-Jul'20]

- Worked in the data analytics team collaboration with **Niti Aayog** assisting the **Government of Maharashtra** in decision making
- Deployed an **LSTM model** for time series analysis and trained it on **COVID-19** data sets to predict case progression in the state
- Derived factor of impact on the various sectors of the **economy** based on the GDP contribution and the Census data of districts

Operational Analytics | Generico [Dec' 19-Jan'20]

- Implemented **Automation Techniques** inside the medical store and reduced the TAT (Turn Around Time) of customers by **25%**
- Applied Clustering over the **50k+** drugs & assigned them grades based on their sales data to optimize the stock in the inventory
- Deployed a **matrix search** model replacing alphabetical ordering by assigning address to the drugs & integrating it to the **CPUs**

Business Analyst | K-Lane [Jun'19-Jul'19]

- Performed in-depth market research to figure out the market gap & barriers for the collaboration of fintech and financial firms
- Prepared **action plan** for clients like **Ziploan**, making inroads in to untapped market; Analysed **50+** firms to identify niche areas

LEADERSHIP & ORGANIZATIONAL ROLES

Overall Coordinator | Aakaar, IIT Bombay | Annual Civil Department Technical Fest [Apr'20-Present]

Role	<ul style="list-style-type: none"> Heading a 3-tier organization consisting of 9 portfolios with 15 core group members and 100+ volunteers Optimizing an overall budget of INR 2 Million; organizing 1 International and 21 National level events
Initiatives	<ul style="list-style-type: none"> Releasing multiple virtual events, competitions & discussion portals connecting 20k+ students with professionals Introducing India's first-ever Inter IIT Civil Engineering Symposium in collaboration with 18 other IITs across India Smart Pitch: Platform for civil entrepreneurs to pitch and connect with the construction firms and real estate investors
Reforms	<ul style="list-style-type: none"> Revamped the operating model of the team to ensure highest level of efficiency even during the online semester Reforming the media strategies for a 50% rise in Facebook-outreach & a 60% increment in college representatives Expanding internationally by collaborating with 20+ universities in 5 countries; fetching a 2x participation-rise

Marketing Head | Aakaar, IIT Bombay | Annual Civil Department Technical Fest [Apr'19-Apr'20]

- Raised **INR 1.5 Million** monetary sponsorships (**20%** y-o-y Increase) and recorded the **highest** ever budget in the last 11 years
- Pioneered alliances with corporates groups like **L&T, JSW, Tata Projects**; implemented customize strategies for brand marketing
- Managed all financial affairs pertaining to the fest and optimized cross-portfolio expenses for maximum return on investment

KEY PROJECTS

Object Detection | Guide: Prof J. Indu | Course Project [Nov'19]

- Built a machine learning model on **Python** to classify, localise & detect multiple vehicles from an image by using **YOLO algorithm**
- Developed a **neural network** and attained the accuracy of **95%** by applying non-max suppression and hyperparameter tuning

Stock Price Prediction | Machine Learning Self Project [May'20]

- Developed a stock price prediction model on **Python** using **RNN & LSTM** considering previous 60 days closing price for prediction
- Attained accuracy of **89%** on the training set; used **Adam optimizer** for fast convergence & **Dropout** method to avoid overfitting

Automation of Hardy Cross Method | Guide: Prof Riddhi Singh | Course Project [Jan'19]

- Developed an interconnected N channels pipe flow system using **recursive algorithms** to calculate discharge at various nodes
- Traversed graphically into the system and reduce the running time of the code by implementing dynamic memory allocations

Game Development | Guide: Prof Krishna S | Course Project [Feb'18]

- Modelled a game chain reaction on **C++** implementing game programming & **BFS** graph algorithms with a proactive approach
- Successfully tackled the problems of infinite loops by replacing it with recursive algorithm thus reduced the running time by **70%**

EXTRACURRICULARS

Award	<ul style="list-style-type: none"> Department Organizational Support for exceptional contribution for department as Department Secretary
Technical	<ul style="list-style-type: none"> Completed certified virtual programs in data analytics by KPMG and in software development by JP Morgan Perusing 5 specialization deep learning courses on course era & completed 'Python for ML' course on UdeMy
Sports	<ul style="list-style-type: none"> Crowned Champions while representing IIT Bombay in cricket tournament held during NCC Camps [2017] Bagged Gold medal in Hockey General Championship (GC) [2018] and silver medal in Cricket GC [2020]
Cult & Social	<ul style="list-style-type: none"> Achieved 1st position in Dance Mania competition [2017] and Inter-Hostel Dramatics Championship [2018] Secured 3rd position and awarded as 'Gem of GC' in Dance General Championship among 16 hostels [2018] Volunteered in SOUL program, recognized in Guinness World Record in consonance with 'Make in India' [2018]