Avi Jain	**170040027**
Civil Engineering	**B.Tech.**
Indian Institute of Technology, Bombay	**Gender: Male**
	DOB: 15-08-1998

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

PROFESSIONAL EXPERIENCE

Marketing Analyst | RFL Insurance Broking PVT. LTD   *[May'19-Jul'19]*
Guide: Mr. Shreyansh Vijay, Co-founder, RFL Insurance

Initiative	Project aiming towards recruitment of **10,000+** insurance advisors under **PMKVY** skill India Project
Approach	Conducted **field research** on PMKVY, extracted and analyzed relevant data for opening a center
	Researched and reported **economic** & industry trends, **market forecast** & **risk** related to project
Results	Managed recruiting project, resulting in **new clients** and reducing the hiring cost by **50% y-o-y**

- Presented Insights for **Bite-sized Insurance** which included financial analysis and product success scorecard
- Provided Competitive analysis using **Excel**, helped in improving **SEO** and gained experience in **digital marketing**

POSITIONS OF RESPONSIBILITY

Events Coordinator | The Entrepreneurship Cell, IIT Bombay   *[Jul'18-Jan'19]*
Asia's largest student-run entrepreneurship promoting body as recognized by NEN; received patronage from UNESCO

- Coordinator in the events section of E-Summit, global startup confluence with a footfall of **23k+** attendees
- Involved in the execution of **Eureka!** Asia's largest B-model competition which attracted **10,000+ entries**
- Managed **The Ten Minute Million**, flagship event leading to on spot funding of INR **4.8 million** of **3** startups

Management	Spearheaded a team of **15+** organizers for the conceptualization & smooth on ground execution
	Worked closely with the start-up mentors for shortlisting the top **10** start-ups out of **300+** entries
Results	Invited & successfully hosted a panel of **15+** investors; led to **50% y-o-y** increment in total funding

Dance Secretary | Hostel 8, IIT Bombay   *[Aug'18-Apr'19]*
*Part of a 3-tier council; handled a budget of **INR 50,000***

- Coordinated with council members and achieved **70% YoY increase** in the participation in **10+** cultural genres
- Performed & led a team of **25+** dancers in **Gyrations** & conducted workshops for the same prior to the event
- Awarded **Cultural Special Mention** for commendable organizational skills and contribution in Institute GC's
- Conceptualized & managed **Jungle Fest**, negotiated with **10+** vendors and handled a budget of **INR 1 Lakh**

TECHNICAL PROJECTS

Image Classification and Localization | Course Project | Guide: Prof. Indu J   *[Sep'19-Dec'19]*

- Accumulated huge dataset of fashion material and several **data-preprocessing** techniques for training purpose
- Implemented **YOLO** deep learning architecture, **data augmentation** and scored 22 as average precision metrics
- Trained and assessed multiple times with different hyper-parameter in order to acquire maximum efficiency

Chain Reaction Game | Course Project | Guide: Prof. Krishna | CSE Department IITB   *[Dec'17-Mar'18]*

- Developed a full-fledged autonomous **dual-player game in C++** using inbuilt library functions and data types
- Utilized the concept of **recursion, arrays, Functions** and **data structures** reducing time for matrix computations

ACHIEVEMENTS & EXTRA-CURRICULAR

Scholastic	▪ Procured a percentile of **99.81** and **98.94** in JEE Mains and JEE Advance respectively ['17]
	▪ Secured State rank **31** in prestigious **International Olympiad of Mathematics (IOM)** ['11]
Cultural	▪ Secured a position within **Top 5** in Gyrations and Dance Mania, Institute Dance GC ['18]
	▪ Performed in Annual **InSync** dance show and **Institute Salsa Night**	Footfall 2000+ ['17]
Sports	▪ Represented hostel 8 in **Crossy GC** and helped the hostel to bag **3rd position** ['18]
	▪ Completed a year-long training in Weightlifting under **National Sports Organisation** ['17]
Misc.	▪ Appointed as advanced Math tutor in **Toppr**, an online learning platform for student ['19]
	▪ Designed a remote-controlled wireless bot, incorporated with a **Bluetooth** module ['17]
	▪ Raised funds for **Cancer Patients** & helped in enhancing awareness amongst masses ['12]

TECHNICAL SKILLS AND CERTIFICATION

• **Programming Skills**: C/C++, HTML, Python	**Operating Systems**: Windows, Linux (Ubuntu)
• **Software**: MATLAB, MS-OFFICE, AutoCAD, SolidWorks, STAADPro	

Coursera	• Successfully Completed Excel Skills for Business Specialization by Macquarie University
	• Currently Pursuing SQL for Data Science, Data Analysis & Presentation Skills Specialization

Scholastic achievements and extracurricular activities are not verified by the Placement Cell