



Himanshu Rathore
Metallurgical Engineering and Materials Science
Indian Institute of Technology, Bombay
Specialization: Ceramics & Composites

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Dual Degree (B.Tech. + M.Tech.)
Gender: Male
DOB: 23-04-1998

Examination	University	Institute	Year
Graduation	IIT Bombay	IIT Bombay	2021

POSITIONS OF RESPONSIBILITY

OVERALL COORDINATOR | TECHFEST 2019-20

[Apr '19 - Mar '20]

Recipient of **Institute Organizational Special Mention** award (**3 out of 14** institute body heads) for commendable contribution
Organizational Head of 3-tier team of 1,100+ volunteers | Budget: INR 74M | Footfall: 175,000+ | Events: 280+

Growth	<ul style="list-style-type: none">Procured highest cash budget (+16% y-o-y); persuaded authorities to increase accommodation by 18% y-o-yBoosted digital footprint of festival- Website: 4.7M+ hits (56% y-o-y) Instagram: 42K followers (65% y-o-y)
Events	<ul style="list-style-type: none">Hosted Tshering Tobgay (Ex-PM of Bhutan), Retd. IAF Chief B.S. Dhanoa, Vidya Balan, & Zaheer KhanOrganised lectures for 1st time ever by 2 AI humanoid Robots: 'RoboThespian' & 'Einstein Robot' in India
Initiatives	<ul style="list-style-type: none">Roped in World Rank 1 in Robowars & initiated 8 Kgs weight category in Robowars for the first time in IndiaForged associations with China, Madagascar, Nepal engineering communities to conduct flagship competitionsDirected series of Financial Literacy workshops with NISM across 10 states Students impacted: 4,000+

MANAGER | INFRASTRUCTURE | TECHFEST 2018-19

[Mar '18 - Mar '19]

Led a 2-tier team of 60+ student volunteers for planning & on-ground execution of 250+ events through 20+ venues

- Bagged **Guinness World Record** for most number of LED lights lit at a time; partnered with **MNRE** | 5700+ students trained
- Achieved net structural savings by 10% through negotiations with 50+ service providers & mediating deals with sponsors
- Enacted as **Overall Student Coordinator** of IIT Bombay's R&D expo '**TechConnect**', exhibiting 120+ projects | Budget: 2.4M
- Modified Techfest Innovation Challenge associating with **ROSATOM** (Russia) & **ISRO** for 0.4M students across 42K+ schools

PROFESSIONAL EXPERIENCE

SUPPLY CHAIN MANAGEMENT INTERN | NIVEA INDIA PVT LTD

[Jul '20 - Aug '20]

Objective	<ul style="list-style-type: none">Develop a unified inventory model for three emerging economies of company - Nepal, Sri Lanka & Bangladesh
Approach	<ul style="list-style-type: none">Developed forecasting tool with RMSE under INR 0.1M of 36 SKUs in R using Holt-Winter's Model & ARIMACreated an inventory model for Bangladesh by integrating variable lead times & MOQs from int'l markets

SUPPLY CHAIN ANALYTICS INTERN | BRITANNIA INDUSTRIES LTD

[Jun '20 - Jul '20]

Awarded **Letter of Recommendation** by Manager, Sales Capability & Automation for finding key issues in sales data

Problem	<ul style="list-style-type: none">Sales monitoring loss of 80M due to inconsistencies of unknown origin in monthly sales & inventory dashboard
Approach	<ul style="list-style-type: none">Identified error entry point by breaking the monthly timeline into segments & examined daily sales dataAnalyzed end to end data flow of 4180 distributors across 360 SKUs, identified source of error at AW's endRecommended 4 solutions, implemented 2: removal of back dated billing & real-time purchase confirmation
Impact	<ul style="list-style-type: none">Improved accuracy of sales data by 25% leading to 25M potential savings, better transparency & data integrity

MANAGEMENT TRAINEE | IIFL SECURITIES LTD

[Apr '20 - May '20]

Awarded **Letter of Recommendation** by Product Manager, Digital Strategy for exemplary work on live project

Growth strategy	<ul style="list-style-type: none">Devised strategies for consumer conversion; recommended on perusing digital alliances for business growthIncreased potential customer conversion by 30% by forging digital alliances on per-conversion basis model
Optimization	<ul style="list-style-type: none">Reduced 5K queries per month by analyzing tickets raised & designing flows for customer care chatbot

KEY PROJECTS

HYGIENE HEROES | Haas School of Business | Guide: Prof. David I. Levine - Chair, Haas Economic Analysis

[May '20 - Jun '20]

Part of a 7-member team responsible to teach preventive health for COVID-19 in underprivileged regions of India

- Developed & refined **preventive health curriculum** & workbooks for children aged 7-12 yrs including stories, games & songs
- Researched, analyzed & reported on changing trends in water, sanitation & hygiene details post COVID-19 situation in India

ANALYSIS OF MALNUTRITION IN TAMIL NADU | CTARA Course Project | Guide: Prof. Satish B. Agnihotri

[Sep '19 - Oct '19]

- Analyzed **child anthropometric indicators** with respect to residence area, caste & water supply & benchmarked it with Kerala
- Studied the malnutrition indicators of Tamil Nadu through the normal distribution curve as derived from the **ENA** software

EXTRACURRICULAR ACTIVITIES

Film-Making	<ul style="list-style-type: none">1st position - Tesseract & CineYouth Film Festival ['17]2nd position - Alcheringa Festival ['18]3rd position - Inter-IIT cultural meet in Film & Media ['18]3rd position - Short Film GC ['17]SilverScreen Convener: Part of film club responsible for ideation & execution of film making competitions - Handled a budget of 0.5M; mentored 550+ freshmen & managed YouTube channel with 6M+ views ['17]
Social	<ul style="list-style-type: none">Formulated 'SPEAK'; escalating optimism in 10K+ students in 50+ colleges; endorsed by Yami Gautam ['18]Bolstered Sanitary & Health Education (SHE) Distribution of 108K+ sanitary pads 20+ towns ['17]Volunteered for 'CURED'; 40K+ diabetes screenings; 57K+ pledges signed; people impacted: 100K+ ['16]
Sports	<ul style="list-style-type: none">State Level Silver Medalist in Team Kata event in 10th Okinawan Rajasthan Karate Do Championship ['10]
Certification	<ul style="list-style-type: none">Completed: Pricing Strategy specialization from BCG & Supply Chain: Inventory Analytics by MITX ['20]

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