



Aniket Raju Kadam
Metallurgical Engineering and Materials Science
Indian Institute of Technology, Bombay

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B.Tech.
Gender: Male
DOB: 1999

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

PROFESSIONAL EXPERIENCE

Faxonics Technologies Private Limited | Sales and Marketing Intern [May'19-July'19]

Acquired insights and knowledge about sales-Trained under **Canon India Pvt Ltd**

- Generated **25+ lead** in Mumbai and convinced customers with products with quotations summing to **INR 1 million**
- Revamped the Facebook and LinkedIn handles of Faxonics Technologies Pvt Ltd which led to **100% y-o-y reach**
- Interacted with **300+ Corporate Offices** in Mumbai and compiled a comprehensive customer database comprising of the customer necessities while pitching them the products best suited to their needs

Fanclash | Business Developmental Intern [May'20]

- Collaborated with **5+ Youtubers** with over **200K+ Subscribers** to increase the market reach of the Fanclash app
- Collected the Database of **300+ influencers** by web scraping who can collaborate with Fanclash for promotion

ThyssenKrupp Electrical Steel | Quality Assurance Intern [June'18-July'18]

Gained hands-on experience with Microstructure, Core Loss and Hardness testing equipment

- Examined the variation of **grain size** with the effect of temperature during **heat treatment** of electrical steel
- Measured the chemical composition of CRGO steel using Optical Emission **Spectroscopy**

POSITIONS OF RESPONSIBILITY

Assistant Marketing Manager | RAKSHAK | Unmanned Aerial Vehicles Club, IIT BOMBAY [Sept'18-Apr'19]

Responsible for planning, developing and implementing effective marketing strategies

- Structured the Facebook page of Rakshak with the proper timeline for posts which led to **20 % increased reach**
- Represented IIT Bombay at **Manufacturing Today** Conference and Awards 2018 presented by **Aditya Birla Group**

Operations Coordinator | The Entrepreneurship Cell, IIT BOMBAY [Sept'18-Jan'19]

E-Summit '19 - Footfall 30K+; 130+ Speakers; 10+ Countries; 120+ Events

- Managed the supply and depot of equipment necessary for seamless functioning of **120+ events** in E-Summit'19
- Negotiated with **10+ dealers** for numerous inventory and equipment needed for conducting various events

KEY PROJECTS

Entrepreneurship Project: Easyprepare | Course Project [July'18-Sept'18]

Guide: Prof. Anand Kusre, Dept. of Desai Sethi Centre For Entrepreneurship, IIT Bombay

- Proposed a **B2B Online Test-Series** startup for JEE Coaching Institutes to give online test experience to students
- Developed the Business Model & Delivered Presentation with its Mission, Vision, and estimated market share

Credit Card Fraud Detection -Data Analysis & ML | Self Project [July'20]

- Analyzed the credit card data using heat map from **Seaborn** library to get the correlation between variables in data
- Applied **Random Forest classifier** on train data to build a model using **Scikit-learn** and used it on the test data
- Obtained various metrics, **Confusion Matrix** from Scikit-Learn and concluded the accuracy of the model from it

Data Analysis and Interpretation of Self Hygiene of Students in Institute | Course Project [July'18-Nov'18]

Guide: Prof. Shobha Shukla, Dept. of Metallurgical Engineering and Material Science, IIT Bombay

- Conducted a survey on 260+ students to study the self-hygiene of students inside IIT Bombay Campus
- Analyzed the data in Origin and observed the **correlation** between various factors and concluded a report

CERTIFICATION & EXTRACURRICULAR

Online Coursework	<ul style="list-style-type: none"> Introduction to Data Science in Python (Pandas, Matplotlib, Seaborn, sklearn) Coursera ['20] SQL For Data Science by University of California, Davis (Sort, Order, Join, Subquery) Coursera ['20] Operations Management by IIM Bangalore (Types of Supply chain, Inventory Planning) edX ['20]
Certification	<ul style="list-style-type: none"> Certified Marketing Analytics Practitioner '19 by Henry Harvin Analytics Academy ['19]
Technical	<ul style="list-style-type: none"> Languages: Python, SQL, R • Software: AutoCAD, SolidWorks, Origin, Photoshop, Premier-Pro
Sports	<ul style="list-style-type: none"> Bagged 2nd position in intra-hostel Carrom Competition Conducted by Hostel 8 ['19] Represented Hostel 8 for inter-hostel Carrom and Kho-Kho Contest by Institute Sports Council ['19] Completed a year-long training course in Kho-Kho conducted by National Sports Organization ['18]
Other	<ul style="list-style-type: none"> Tutor(part-time) at Toppr.com, solved 1000+ doubts of JEE related to the subject of Math ['18-'20]