



Avi Jain
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B.Tech.
Gender: Male
DOB: 15-08-1998

Examination	University	Institute	Year	CPI / %
Graduation	IIT Bombay	IIT Bombay	2021	
Intermediate	CBSE	Bakhshi's Springdales Sr.Sec. School	2016	88.60%
Matriculation	CBSE	Bakhshi's Springdales Sr.Sec. School	2014	10

PROFESSIONAL EXPERIENCE

Marketing Analyst | RFL Insurance Broking PVT. LTD.

[May'19-July'19]

Guide: Mr. Shreyansh Vijay, Co-founder, RFL Insurance

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

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

POSITION OF RESPONSIBILITY

Events Coordinator | Entrepreneurship Cell, IIT Bombay

[Jul'18-Jan'19]

Asia's largest student-run entrepreneurship body as recognized by **NEN**; patronage from **UNESCO**

- Coordinator in the Events section of **E-Summit**, startup confluence with a footfall of **23k+** attendees
- Organized **The Ten Minute Million**, flagship event leading to on spot funding of **INR 4.8M** of **3** startups
 1. Invited and successfully hosted a panel of **15+** investors; led to **50% y-o-y** increase in total funding
 2. Spearheaded a team of **15+** organizers for conceptualization & smooth on-ground execution of event
 3. Worked closely with the startup mentors for shortlisting the **top 10** startups out of **300+** entries
- Involved in the execution of **Eureka!**, Asia's largest B-model competition attracting **10,000+** entries

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

Competitions Coordinator | Techfest, IIT Bombay

[Apr'18-Dec'18]

Asia's largest Science & Technology Festival | Budget: **32+ million** | Footfall: **0.17 million**

- Conceptualized and effectively conducted the **Boeing National Aeromodelling** competition
- Ensured proper functioning of event which witnessed **1000+** participants of **multiple nationalities**
- Spearheaded a team of **25+** sub-organisers for ideation, execution and publicity of competition
- Contributed significantly in solar energy workshop in association with **SoULS** to create **world record** of "most LED lights lit simultaneously" in an attempt towards increasing awareness on **Solar Energy**

TECHNICAL EXPERTISE

Technical Languages : C, C++, HTML, Python

Operating Systems : Windows, Linux(Ubuntu)

Software and Tools : MATLAB, AutoCAD, SolidWorks, Microsoft Office, STAADPro

TECHNICAL PROJECTS

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

- Collected large data of fashion material & used various **data-preprocessing** technique for training purpose
- Implemented **YOLO** deep learning architecture, data augmentation & scored **22.1** as avg precision metrics
- Trained and evaluated multiple times with different hyper-parameter in order to acquire maximum efficiency

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

- Developed full-fledged autonomous **2-player game in C++** using inbuilt library functions & data types
- Applied concepts of **recursion, arrays, functions & data structures** for fast matrix computations
- Stimulated real time input from the user and simultaneously displayed output for the second player

Bluetooth Controlled Bot | Electronics and Robotics Club, IIT Bombay [Aug'17-Sep'17]

- Headed a team of 4; Successfully designed a remote-controlled **wireless bot** using differential mechanism
- Implemented the electrical & mechanical sub-systems, incorporated with bluetooth module & motordriver

Remote Controlled Plane | Aeromodelling Club, IIT Bombay [Dec'17-Mar'18]

- Built the electronic circuit of the plane and controlled it using **radio frequency(RF)** transmitter
- Fabricated a unique design for **airfoil fuselage**, thus increasing **lift coefficient** & **decreasing weight**

SCHOLASTIC ACHIEVEMENTS

- Attained a percentile of **99.81** and **98.94** in JEE Mains and JEE Advanced respectively [’17]
- Secured **State rank 31** in prestigious **International Olympiad of Mathematics (IOM)** [’11]

KEY COURSES UNDERTAKEN

Coursera	Completed Excel Skills for Business Specialization Macquarie University Currently pursuing SQL for Data Science Specialization University of California and Data Analysis and Presentation Skills Specialization offered by PwC
Core Courses	Probabilistic and Statistical Methods*, Numerical Methods*, Structural Design, Transportation and Geotechnical Engineering , Building Materials & Construction
Other Courses	Computer Programming, Engineering Graphics & Drawing, Calculus, Economics, Differential Equations, Urban Environmental Infrastructure, Quantum Physics, Electricity and Magnetism, Sociology, Studio Project, Digital Image Processing

(* to be completed by Nov'20)

EXTRA-CURRICULAR ACTIVITIES

Culturals	Performed and worked in the production team of Performing Arts Festival [’19]
	Secured a position in top 5 in Gyration and Dance Mania, Institute Dance GC [’18]
	Performed in Annual InSync dance show & Institute Salsa Night Footfall 2000+ [’18]
	Ideated and acted in Main Dramatics General Championship Footfall: 500+ [’18]
Sports	Finished as runners up among 8 teams in Cricket General Championship [’18]
	Participated in Sophomore Crossy GC & helped the hostel to bag 3rd position [’18]
	Completed year-long training in Weightlifting, National Sports Organisation [’17]
Miscellaneous	Appointed as Tutor in Toppr , online learning platform for students; conceptualized and uploaded detailed solutions of 300+ questions in Advanced Mathematics [’19]
	Attended STAAD Pro workshop held at AAKAAR, Civil Eng. Annual Festival [’17]
	Raised funds for Cancer patients helped in increasing awareness among masses [’12]