

Product Management		SQL & Mongo DB		E-Commerce	
Work Experience				(29 Months)	
MakeMyTrip (Go-MMT), Gurgaon				(22 Months)	
Associate Product Manager, International Hotels & Vernacular				April '22-Present	
Roles and Responsibilities (IH & Vernacular)		<ul style="list-style-type: none">Owning the alternate accommodation, discounting, and ranking charter for intl. hotels LoB – including competitor benchmarking, A/B experiments and conversion metrics for long tail unmanaged cities.Led the branding charter – “Loved by Indians” hotels – including hotel USP on details page, branding on listing and detail and dynamic filters for Loved by Indians properties. Additionally collaborated with marketing to drive, educate and promote through CLM campaigns and targeted drop-off e-mailers.Owning entire content for IH – Hotel images, filters, room details, house rules, persuasions, and cards.Leading the vernacular charter for MMT – Launched Bus LoB in Hindi, improving inhouse translation tool by automating content ingestion pipeline and increasing traffic through interventions on funnel.			
Roles and Responsibilities (Holidays & Visa)		<ul style="list-style-type: none">Managed the post-sales vertical for Holidays, improving CRM tools and streamlining financial processes.Led the Visa LoB – including implementation of vendor APIs (Dnata) and onboarding external vendor and operations team onto MMT’s agent management system and implementing a ticket allocation system			
Key Learnings and Achievements		<ul style="list-style-type: none">Alt. acco. share for international hotels have grown by 2x from 2.3% to 7% (booked), select room to review has increased 4.4% post the project of showing bed configuration, room layout and sellable type.For Loved by Indians, closed conversion has increased by 2.33% for branded properties and detail page share has increased by 11.9%. Conversion post filter usage is 5.3% versus 3.2% for filtered sessions.Have increased grasp from 1.15% to 6.8% post enabling of IH Savings signals for Amazon affiliate.Incremental 330 orders per month for long-tail cities through Hotel Ranking improvements alone.Experienced with tools like SQL, MongoDB, Adobe Omniture, Postman, Figma, Excel and PowerPointNew car pickup details directly impact all bookings for Holidays without Flights (~1500/month).			
EY, Bangalore				(7 Months)	
Business Analyst, Financial Services and Risk Management (FSRM)				November '19-June '20	
Roles and Responsibilities		<ul style="list-style-type: none">Developed a model for loan approval metrics for a client start-up bank using basic Excel and VBAWorked with Python for Tata Capital for data validation & unification of the organization’s databases			
Key Learnings and Achievements		<ul style="list-style-type: none">Learnt to validate and reconcile data from various systems, clean and consolidate into a unified database.Learnt to code in VBA and single-handedly completing the deliverables within the specified timelines.			
Educational Qualification					
Qualification		Institute		CGPA/ %	
PGPM		Management Development Institute (MDI), Gurgaon		6.0/10	
B.E. (C.S.E)		Visvesvaraya Technological University (VTU), Bangalore		6.55/10	
XII, ISC		Don Bosco School, Bandel		83.23%	
X, ICSE		Don Bosco School, Bandel		89.20%	
Academic Achievements					
<ul style="list-style-type: none">Attained Rank 2 in the School in NSO (National Science Olympiad), conducted at more than 5200 centres worldwideAttained Rank 4 in the City in NCO (National Cyber Olympiad), conducted across more than 3100 centres worldwide				2010	
Projects and Internships					
Live Projects/Training					
A Study of Reconciliation in Supply Chain Finance, Citibank		<ul style="list-style-type: none">Benchmarked a future end to end automated reconciliation process against the current manual process to be implemented at Citi’s supply chain financing line of business.Analysed residual risks remaining, and recommendations regarding future scopes possible.			2021 (8 Weeks)
Predicting Popularity of News, SpeckBit		<ul style="list-style-type: none">Analysed news and predicted which ones would be popular at a given time and locationWorked extensively on algorithms like NLP, Deep neural networks, and Keras in Python			2019 (4 Weeks)
Academic Projects					
Disney Fox Merger Analysis		<ul style="list-style-type: none">Analysed Disney-Fox merger from a strategic point of view to understand deal rationale.Developed a comprehensive market analysis of the online streaming market and its future			2021
Market Analysis of Cure.Fit		<ul style="list-style-type: none">Applied SWOT, PESTLE, and Porter’s five forces model on Cure.Fit’s business model.Understood the Indian market, its needs, and how companies create value in such context.			2020
Extra-Curricular Activities					
<ul style="list-style-type: none">Won First Prize in Debate – College fest Imperium, organized by MDI, GurgaonWon First Prize in Debate - Bosco Rationale, Boscotsav, Don Bosco School, LiluahWon First Prize in Debate – Intra-school organized by Don Bosco School, BandelWon Third Prize in Debate – Bosco Behaas, BoscoXprezns, Don Bosco School, Bandel				2021 2014 2014 2014	