

| 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"><li>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.</li><li>Led the branding charter for '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.</li><li>Owning entire content for IH Hotel images, filters, room details, house rules, persuasions, and cards.</li><li>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.</li></ul>           |                |  |                       |                   |
| Roles and Responsibilities (Holidays & Visa)  | <ul style="list-style-type: none"><li>Managed the post-sales vertical for Holidays, improving CRM tools and streamlining financial processes.</li><li>Led the Visa LoB including implementation of vendor APIs (Dnata) and onboarding external vendor UbxcdmUjcbgYua cbrt A A HgU Ycha Ubl Ya YohgYya and implementing a ticket allocation system</li></ul>  |                |  |                       |                   |
| Key Learnings and Achievements  | <ul style="list-style-type: none"><li>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.</li><li>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.</li><li>Have increased grasp from 1.15% to 6.8% post enabling of IH Savings signals for Amazon affiliate.</li><li>Incremental 330 orders per month for long-tail cities through Hotel Ranking improvements alone.</li><li>Experienced with tools like SQL, MongoDB, Adobe Omniture, Postman, Figma, Excel and PowerPoint</li><li>New car pickup details directly impact all bookings for Holidays without Flights (~1500/month).</li></ul> |                |  |                       |                   |
| 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"><li>Developed a model for loan approval metrics for a client start-up bank using basic Excel and VBA</li><li>Worked with Python for Tata Capital for data validation &amp; unification cZHYcUjcbgYua cbrt A A HgU Ycha Ubl Ya YohgYya</li></ul>  |                |  |                       |                   |
| Key Learnings and Achievements  | <ul style="list-style-type: none"><li>Learnt to validate and reconcile data from various systems, clean and consolidate into a unified database.</li><li>Learnt to code in VBA and single-handedly completing the deliverables within the specified timelines.</li></ul>   |                |  |                       |                   |
| Educational Qualification   |  |                |  |                       |                   |
| Qualification   | Institute  |                |  | CGPA/ %               | Year              |
| PGPM  | Management Development Institute (MDI), Gurgaon  |                |  | 6.0/10                | 2022              |
| B.E. (C.S.E)  | Visvesvaraya Technological University (VTU), Bangalore   |                |  | 6.55/10               | 2019              |
| XII, ISC  | Don Bosco School, Bandel   |                |  | 83.23%                | 2015              |
| X, ICSE   | Don Bosco School, Bandel   |                |  | 89.20%                | 2013              |
| Academic Achievements   |  |                |  |                       |                   |
| <ul style="list-style-type: none"><li>Attained Rank 2 in the School in NSO (National Science Olympiad), conducted at more than 5200 centres worldwide</li></ul> |  |                |  |                       | 2010              |
| <ul style="list-style-type: none"><li>Attained Rank 4 in the City in NCO (National Cyber Olympiad), conducted across more than 3100 centres worldwide</li></ul> |  |                |  |                       | 2010              |
| Projects and Internships  |  |                |  |                       |                   |
| Live Projects/Training  |  |                |  |                       |                   |
| A Study of Reconciliation in Supply Chain Finance, Citibank   | <ul style="list-style-type: none"><li>Benchmarked a future end to end automated reconciliation process against the current manual process to be implemented at Citibank cZHYcUjcbgYua cbrt A A HgU Ycha Ubl Ya YohgYya</li><li>Analysed residual risks remaining, and recommendations regarding future scopes possible.</li></ul>  |                |  |                       | 2021<br>(8 Weeks) |
| Predicting Popularity of News, SpeckBit   | <ul style="list-style-type: none"><li>Analysed news and predicted which ones would be popular at a given time and location</li><li>Worked extensively on algorithms like NLP, Deep neural networks, and Keras in Python</li></ul>  |                |  |                       | 2019<br>(4 Weeks) |
| Academic Projects   |  |                |  |                       |                   |
| Disney Fox Merger Analysis  | <ul style="list-style-type: none"><li>Analysed Disney-Fox merger from a strategic point of view to understand deal rationale.</li><li>Developed a comprehensive market analysis of the online streaming market and its future</li></ul>  |                |  |                       | 2021              |
| Market Analysis of Cure.Fit   | <ul style="list-style-type: none"><li>5ddJX'GK CHZD9GH@9ZUbXcZmYgZ YZcWja cXY cb 7i fy! HgU Ycha Ubl Ya YohgYya cXY.</li><li>Understood the Indian market, its needs, and how companies create value in such context.</li></ul>  |                |  |                       | 2020              |
| Extra-Curricular Activities   |  |                |  |                       |                   |
| <ul style="list-style-type: none"><li>Won First Prize in Debate   College fest Imperium, organized by MDI, Gurgaon</li></ul>                                    |  |                |  |                       | 2021              |
| <ul style="list-style-type: none"><li>Won First Prize in Debate - Bosco Rationale, Boscotsav, Don Bosco School, Liluah</li></ul>                                |  |                |  |                       | 2014              |
| <ul style="list-style-type: none"><li>Won First Prize in Debate   Intra-school organized by Don Bosco School, Bandel</li></ul>                                  |  |                |  |                       | 2014              |
| <ul style="list-style-type: none"><li>Won Third Prize in Debate   Bosco Behaas, BoscoXprezns, Don Bosco School, Bandel</li></ul>                                |  |                |  |                       | 2014              |