Veer Singh

MBA BA 03, IIM Amritsar | B.E (Mechanical Engineering) | GR Enterprises

भारतीय प्रबंध संस्थान अमृतसर
Indian Institute of Management Amritsar

ACADEMIC PROFILE

B.E (Mechanical Engineering)	Thapar Institute of Engineering & Technology (Thapar University)	65.90 %	2022

SUMMER INTERNSHIP

Punjab Agri Export Corporation Limited- Punjab Agro	1 Month	Apr'24 - Jun'24

Business Analytics Intern	• **Automated Task Management:** Designed and implemented an automated review system for comprehensive task management, integrating automatic email reminders, recurring tasks, and detailed progress tracking on google sheets • **Cost Savings:** Streamlined operations and achieved significant cost savings of INR 3,00,000 annually by developing an in-house automated review system, eliminating reliance on expensive third-party software • **Performance Dashboards:** Built interactive dashboards (Google Sheets/Power BI) for departments & plants, facilitating real-time performance monitoring and actionable insights to optimize processes across the organization • **Data Collection Optimization:** Streamlined data collection methods from production plants by redesigning formats for more efficient and accurate data capture, simplifying the process for easier dashboard creation and analysis • **Employee Training:** Delivered impactful training sessions for new systems, boosting adoption, efficiency, and productivity

WORK EXPERIENCE

GR Enterprises	10 Months	Aug'22 - Jun'23

Production Engineer	• **Production Scheduling:** Implemented and optimized production schedules, leveraging advanced analytics to maximize output while maintaining quality standards. This resulted in enhanced productivity, reduced costs, and improved efficiency • **Manufacturing Efficiency:** Spearheaded manufacturing efficiency initiatives by conducting detailed root cause analysis and implementing corrective actions, resulting in an increase in overall productivity

INTERNSHIP

Takshashila Consulting	1 Month	Aug'24 - Sep'24

Strategic Consulting Intern	• **Led strategic planning** to double Baghpat's GDP, prioritizing infrastructure, industry, and education within 5 years • **Conducted SWOT analysis and issue prioritization using the Pareto Principle**, identifying key focus areas such as infrastructure, employment generation, and industrial diversification, resulting in actionable solutions for economic growth • **Proposed and implemented bridge plans** to enhance connectivity, digital access, and healthcare facilities in Baghpat, including the expansion of 300 km of roads and high-speed internet coverage in rural areas to stimulate development

MS Advisorys Pvt Ltd	2 Months	Feb'24 - Mar'24

Financial Analyst Intern	• **Technical Expertise:** Applied technical indicators like RSI, MA, MACD and identified key chart patterns like head & shoulders, double tops/bottoms etc to analyze and forecast stock price movements • **Comprehensive Analysis:** Gained in-depth knowledge of fundamental analysis and technical analysis in equity markets, which includes technical indicators, identifying stock patterns and trend reversal patterns etc • **Stock Selection:** Identified stocks for intraday and swing trading, leveraging technical analysis for informed trading decisions • **Generated comprehensive stock performance reports**, combining fundamental & technical analysis for investment forecasts

MedTour Easy	1 Month	Oct'23 - Oct'23

Data Analytics Trainee	• Analyzed sales data of a pizza store using SQL to extract insights on customer preferences, revenue generation, and order patterns, including total orders, revenue, and the most popular pizza types • Developed an interactive sales dashboard in Power BI, visualizing key metrics such as peak order times, top-selling pizzas, and sales distribution by day, facilitating data-driven decision-making for marketing and inventory strategies • Performed detailed data aggregation and analysis to determine pizza category performance, identifying the top revenue-generating items and order distribution, ultimately enhancing understanding of product demand and customer behavior

KEY PROJECTS

Swiggy Data Analysis using Power BI	• Conducted comprehensive data analysis and visualization using Power BI to optimize Swiggy's delivery operations • Developed interactive dashboards with slicers and tooltips to provide actionable insights into KPIs • Identified trends and patterns, such as peak delivery times and popular dishes, to guide strategic decisions	2024
Telecom Customer Churn Exploratory Data Analysis using Python	• Conducted in-depth analysis of telecom customer data to identify key drivers of churn • Leveraged Python libraries such as Pandas, Matplotlib, and Seaborn to conduct data analysis and visualization • Analyzed the impact of gender, age, customer tenure, service usage, payment methods on churn rates • Provided actionable recommendations to improve customer retention and reduce churn rates	2024
Netflix Data Analysis using SQL	• Conducted comprehensive data analysis of Netflix's content library using SQL to extract valuable insights • Identified key trends and patterns in Netflix's content distribution, ratings, and geographical representation • Performed keyword analysis to categorize content based on themes, enhancing ratings and audience suitability	2024
Strategic Consulting Live Project	• Conducted strategic analysis for The Coca-Cola Company, covering industry overview, competitive landscape • Assessed product strategies using 4P framework, analyzing market segments, channels, and competitive strategies • Analyzed Coca-Cola's business model, identifying growth opportunities and future strategies	2024
Equity Research Live	• Conducted equity research for Concord Biotech, analyzing financial ratios, shareholding patterns, SWOT, and Porter's five forces, and provided a buy/sell/hold recommendation with future prospects	

Project	• Performed technical analysis on Concord Biotech's stock, examining price movements, key indicators (MA, RSI, MACD), chart patterns, and volume data, providing a forecast and trading strategy	2024
Financial Modelling Live Project	• Developed a comprehensive 3-year financial forecasting model for SRF Ltd, incorporating a 10% revenue growth rate and relevant assumptions, and conducted descriptive statistical analysis for NIFTY and SRF Ltd's share price • Formulated a predictive equation for SRF Ltd's share price using regression analysis, ensuring model accuracy through residual calculations, and assessed market risk by calculating beta and Value at Risk (VaR)	2024
Data Analytics and Visualization	• Analyzed 7 datasets for a social media client, identifying top content trends and engagement metrics • Created dashboard and a presentation to support informed and strategic decision-making	2024
Tourism Project Feasibility Analysis	• Spearheaded tourism project feasibility with Excel data viz for multi-state insights and informed decision making • Advanced Excel skills transformed complex project data into actionable insights for tourism evaluation	2023
MECE Problem Solving Project	• Leveraged MECE for profitability analysis, identifying root causes behind lagging year-on-year margins in IT sector • Developed targeted strategies for sustainable margin growth	2023
PowerBI Live Project	• Identified regional variations in clothing purchases, finding high & low sales locations for strategic decision-making • Unveiled impact of age & gender on clothing choices & spending patterns, enabling targeted marketing campaigns • Analyzed the impact of seasonality on buying & spending, informing inventory management & product offerings • Evaluated the impact of discount & promotional codes on purchase amount, optimizing future marketing efforts	2023

POSITIONS OF RESPONSIBILITY

Students Consultative Committee, Thapar University, Patiala	• **Student Liaison**: Bridged the gap between students and administration, fostering a supportive community. Facilitated communication, addressed concerns, and organized information sessions • **Student Leadership & Advocacy**: Championed student success through collaborative initiatives with faculty and peers. Secured improvements in facilities, and activities through effective advocacy and communication	2021

AWARDS & ACHIEVEMENTS

Co-Curricular	• Authored and Featured Stock Market Analysis Report on Dabur India in IBS Ahmedabad's Finance Magazine 'Wealth Street'	2024
Extra-Curricular	• Volunteer at Kshitiksha Foundation	2023

ADDITIONAL INFORMATION

Certifications	• MS Excel Fundamentals for Finance (CFI) • Reading Financial Statements (CFI) • Microsoft Power BI Desktop for Business Intelligence • Python for Data Analysis • SQL
Languages	• English, Hindi, Punjabi
Expertise	• MS Excel, Power BI, Google Sheets, MS Word, PTC Creo, AutoCAD, SQL, R, Tableau • Team Player, Time Management, Adaptability, Collaboration, Project Management, Effective Communication • Financial Modeling, Forecasting & Projections, Ratio Analysis, Regression Analysis, Risk Assessment, Technical Analysis • Equity Research, Data Analysis, Report Writing & Presentation, MS Excel, PowerBI, R, Tableau, Stakeholder Management
Hobbies	• Reading Books, Travelling, Playing and watching Football

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