

EDUCATION

Indian School of Business | PGP | Double Majors: IT management & Finance | CGPA: 3.6/4

Apr'23-Apr'24

- **Consulting project- Team Pumpkin:** Formulated 1-yr **brand repositioning strategy** to onboard top customers & increase revenue potential
 - Conducted interviews, market research & competitor analysis to identify and address gaps to enhance client's overall market perception
- **Winner-BuildATHon (1/250):** Conceptualized & built [ISBGPT](#) (MVP), an **AI-powered tool** to help students in academics & placement prep
- **Merit Scholarship:** Awarded **40%** tuition fee waiver of **₹9.25L (top ~2%** of students) for outstanding academic & professional performance
- **Operations lead-Bandhan (ISB's flagship event):** Managed ₹6L budget, 7 vendors, 100+ volunteers & crafted a logistics plan for 20 events

Indian Institute of Technology Hyderabad | Institute Silver Medallist | Civil Engineering Dept. Rank 1/50 | CGPA: 9.2/10

Aug'16-May'20

- **Intern-Hokkaido University, Japan** (6/300+ from 3 IITs): Saved ₹10L using software simulations instead of physical concrete strength tests

Academic Achievements: GRE: 327/340 | GATE'21: AIR 2585 (top 2%) | IIT-JEE'16: AIR 3900 (top 0.3%) | Class 12: CGPA 9.9/10 (top 5/1000)

WORK EXPERIENCE

Merilytics-An Accordion Company | Business Manager (Analytics Consulting)

Apr'24-Present

Certification: Google Data Analytics Professional Certificate | **Tools:** Excel, G. Sheets, PowerPoint, Canva, Tableau, Power BI, Python, R, SQL

- Conducted **Cohort Analysis** for a fast-growing Nutrition company, identifying high-impact customer segments & acquisition characteristics
 - Cleaned and processed 7L customer transaction records spanning 2yrs using **MySQL**, and analysed sales and retention patterns in **Excel**
 - Developed interactive dashboards in **PowerBI & Tableau**, enabling data-driven decision-making, to deliver actionable insights to the client

Hindustan Petroleum Corporation Limited | Operations officer

Sep'20- Apr'23

Led a team of **10 officers & 100+ workers**, overseeing the safety, maintenance of **₹400Cr** worth **critical assets**, and managing **operations** for transporting petroleum products (petrol & diesel) worth **₹10Cr per hour** through an underground pipeline from Visakhapatnam to Hyderabad

Strategic initiatives

- **Mitigated ₹4Cr fuel theft risk** by constructing a ₹30L concrete enclosure structure to encase pipeline segments exposed to environment
 - Saved ₹4L in annual maintenance expenses by designing and implementing this permanent structure at two vulnerable locations
- Generated **₹60L additional revenue** by spearheading a **monetization plan** for unutilized assets (steel pipes) and **implemented at 7 stations**
- Achieved **₹50L in annual savings** by deploying a vehicle-based night pipeline patrolling system to reduce **manpower requirements by 88%**
- Reduced ₹12L in annual maintenance costs by **establishing an in-house capability** to handle outsourced jobs through upskilling electricians

Project management

Initiated 11 tenders, managed **₹6 Cr in purchase orders** and **15 vendors**, and led a **team of 7 engineers & 100 workers** on multiple projects

- Mitigated **₹1.5Cr fuel leakage risk** by initiating a 133km pipeline integrity assessment and addressing ₹30L worth of coating damage
- Executed **6 projects** worth ₹60L at pipeline crossing locations in **collaboration with external organizations** (private, government, & PSU's)
- Conceptualised & executed a critical **₹70L valve installation** initiative to regulate the flow rate of petroleum products through the pipeline
- Resolved a **5-year pending**, ₹25L bridge footing repair project by expanding the vendor network by 125%, ending a vendor's monopoly

Stakeholder management

- Protected pipeline, saving ₹15L in potential repair costs by halting and clearing a politician's encroachment on ~1 lakh ft² of pipeline land
 - Collaborated with **legal team, district police and revenue department** to issue a legal notice, ensuring strict adherence within 2 months
- **Partnered with IOCL and GAIL** to achieve petroleum industry regulatory compliance by conducting a critical district-level fire mock drill
 - Led a team of 30 members with a ₹4L budget to execute the fire drill in the presence of 50 officials like collector, RDO, and DSP, etc.
- Avoided ₹30L in damages by educating **1500 pipeline landowners** in 56 villages about farming restrictions via 60 annual awareness sessions

Process Improvements

- Boosted **workers' productivity by 22%** by leveraging **AI/ML-based software** to refine & reduce false alarms by **50%** through **data retraining**
- Reduced product accounting loses by **₹6.5Cr annually** by initiating and commissioning digital mass flow meter, replacing manual gauging
- Saved **₹40L per year** by **programming an industrial computer** (PLC) to optimize a critical chemical additive's usage in the pumping process
- Reclaimed 4 daily employee hours (₹8L annual savings) by **digitizing processes, creating dashboards, and automating** data reconciliation

Operations management & Cost optimization

- Spearheaded **1%** reduction in **carbon emissions** by achieving **11% ethanol blending** (highest among 23 HPCL terminals, saving **₹12Cr/yr**)
- Attained **100%** customer satisfaction rate by overseeing supply of **₹550Cr/month** petroleum products while ensuring quality control checks
- Realized **₹48L yearly savings** by redesigning the conduit cleaning process, decreasing consumption of cleaning agent by 10% (96 kilolitres)
- Saved ₹15L (17%) in annual logistics costs revamping tender specifications to lower extra mileage charges of three maintenance vehicles

Key achievements

- Consistently received an **outstanding appraisal rating (top 5%** of employees) for 2 years for **driving strategic and cost-saving initiatives**
- **Resolved a 20-year pending** land registration dispute within **2.5 years** and secured legal ownership of 0.5 acre pipeline department's land

EXTRA-CIRRICULARS

Leadership & Position of responsibilities

- **Manager-Entrepreneurship Cell, IITH:** Enlisted speakers for **300 students** and organized workshops on cybersecurity & affordable housing
 - Generated footfall of **450 students** for the 1st edition of Megathon, **Hyderabad's largest hackathon**, through **outreach to 100+ colleges**
- **Head-NSS, IITH** (Led a 5-member team): Organized 120 hours of **10+ social service activities** such as cloth collection, blood donation, etc.
 - **Vidyadaan:** Boosted **digital literacy** of **500 kids** in **10 nearby Govt. schools** with 300 hrs of laptop training in apps like PowerPoint & paint

Social Impact

- **CSR:** Led the program with **₹40L budget**, benefiting **1100 students** across **8 Govt. schools** by providing essential furniture, computers etc.
- **HP Pathshala:** Secured **100% pass rates** for 33 underprivileged students (**class 10-12**) by providing 100+ hrs of free online math lessons
- **Sustainability:** Designed & implemented a piping system to collect 1300 L/day of AC discharge water for groundwater recharge at HPCL