

# Vivin Dube

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vivin-dube

VivDubs1

## Education

- **K. J. Somaiya School of Engineering** (2023 – Present)  
*B.Tech, Computer Engineering*  
CGPA: 8.20/10

## Experience

- **Business Analyst Intern, Tata Capital Ltd.** (May '25 – July '25)
  - Supported syndication of clean energy loans totaling **Rs.190+ Cr** by assessing bankability metrics, designing financing terms for BESS assets, and optimizing capital stacks through promoter equity, concessional debt, and blended finance instruments-mapped funding pathways across **10+ global DFIs and MDBs**.
  - Created **6+ investment briefs** that supported syndication strategy, focusing on cash flow-backed lending structures, DSCR-linked risk buffers, and 20-year take-or-pay offtake frameworks.
  - Analyzed real-time energy trading patterns (**DAM/RTM**) using market data to model arbitrage spreads and peak load response, validating the merchant revenue case for BESS projects.
- **Account Manager, AiVANTA** (Apr '24 – Sept '24)
  - Devised and executed a LinkedIn cold outreach strategy using **LinkedInHelper** and **Sales Navigator**, resulting in a **20% increase** in client base and recurring high-ticket clients; managed CRM workflows and built long-term partnerships with major corporations including **ICICI Bank, Bajaj, Tata, Mahindra, and Canara Bank**.
  - Negotiated and closed deals in a separate vertical focused on voice artists, resulting in a **100% growth** in the artist base.
- **Corporate Relations, BloomBox, E-Cell, KJSCE** (Oct '23 – May '25)
  - Negotiated and closed a pivotal deal with **Duolingo**, contributing **60% of the total event budget** for E-Summit 2024, the college's flagship event.
  - Brought on **Gaurav Taneja (Flying Beast)** and **Pranjal Kamra (8M+ followers)** as keynote speakers and led the planning and execution of high-impact events, including a Shark Tank Simulation, Virtual Stock Market (600+ participants), and "The Startup Code", collectively engaging **2000+ students** and significantly boosting event visibility and impact.

## Projects & Certifications

- **DocuSage – The Oracle of All Files ( Python, OpenAI GPT-4, VoyageAI, AstraDB ) :**
  - Built a high-accuracy retrieval-augmented generation (RAG) pipeline with automated format normalization, transformer-based embeddings, and Astra DB vector search, delivering context-rich answers with 97%+ accuracy across 10,000+ multi-format documents.
  - Engineered precision-oriented context retrieval and synthesis using adaptive text chunking, semantic similarity thresholds, and relevance-ranked retrieval - processing complex queries end-to-end in approximately 20s to ensure maximum recall and factual correctness at scale.
- **Mirage**
  - Led a team of 5 in developing a 2D 8-bit RPG game using **GDevelop** for **Smart India Hackathon 2023** to educate about intellectual property rights, featuring engaging puzzles, episodic content, and a gripping storyline.
- **edX - Project Finance: Funding Projects Successfully**

## Skills

- **Technical Skills:** Python, SQL, R, Apache Spark, Financial Modelling, Data Analysis, Excel, CRM Tools
- **Libraries:** Pandas, NumPy, PyTorch, TensorFlow
- **Soft Skills:** Communication, Negotiation, Stakeholder Management, Leadership, Team Collaboration