



ANGSHUMAN KASHYAP

#### Contact Me

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## WORK EXPERIENCE

### Manager | Demand Planning, Flipkart

DEC 2016 – PRESENT

Planned Flipkart's biggest events like Big Billion Days, Big Shopping Days, Republic Day Sale etc. Led the planning for Books and General Merchandise with 98%+ accuracy and 130%+ YoY growth Spearheaded the 'Offer Validation Project' for BBD'18 using marketing index and pricing elasticity Winner of Instant Karma, Living Flipkart Values, Flipkart At Its Best, Kool And the Gang Award

### Intern | Group Strategy Office, Mahindra & Mahindra

APR 2015 – JUN 2015

Developed a strategy for market entry of Mahindra engines in the marine engine segment Analyzed industry structure, addressable market, entry options, profitability & risk implications



## EDUCATION & CERTIFICATIONS

**B.Tech (Mechanical) | Indian Institute of Technology Guwahati (7.2/10.0)** 2010 – 2014

**MBA | Indian Institute of Management Calcutta (6.7/9.0)** 2014 – 2016

**Exchange Semester | Kedge Business School, France** 2015 – 2015

**CFA Level II Exam | CFA Institute (Passed)** 2016 – 2018

**Business Analytics Specialization | Wharton** 2017

**NTSE Scholar | NCERT** 2008

**Distinction in Science | University of New South Wales** 2007



## CO-CURRICULAR ACTIVITIES

### Core Team Member, Techniche | Techno-Management Festival, IIT G

Spearheaded a team of 100 members, maintained Tech Reps in 70 colleges in NE India, held 'Robotics' & 'Management' Workshops across Guwahati, conducted a Science Fiction writing event with prizes worth 10k, single-handedly conducted the exam process for 200 teams in Technothon, anchored Guwahati Half Marathon, increased footfall of Technothon by 10%

### Live Project | organic.in

Ideated a hybrid order processing model, suggested Design for Logistics, Product Policy, Distribution Footprint, innovated an Excel based tracker to show business analytics & order status



## HOBBIES

Authored 'The Dark Secrets' available on Amazon.com  
B. Mus & Sangeet Visharad in Tabla; Chitra Bhusan II in Fine Arts  
Editor-in-Chief, Mechanical Engineering Department, IIT G  
Winner of Summer Saga Writing Contest by InsideIIM  
Winner of #YourFlipSpot Photography Contest at Flipkart  
2nd & 3rd Prize in District Level Swimming competition



## TOOLS

