

# Sakshi Sinha

Bachelor of Technology  
Chemical Engineering  
Birla Institute of Technology, Mesra

+91-6299504311  
✉ sakshisinha7856@gmail.com  
✉ btech10960.22@bitmesra.ac.in  
in Sakshi Sinha

## EDUCATION

Degree	Institute/Board	CGPA/Percentage	Year
B.Tech, Chemical	Birla Institute of Technology, Mesra	7.08	2022-2026
Senior Secondary	De Nobili School, Koradih, Dhanbad(ISC)	84.75%	2021
Secondary	De Nobili School, Sijua, Dhanbad(ICSE)	83%	2019

## EXPERIENCE

- TechAvtar** June 2025 - August 2025  
*Business Analyst Intern* Remote
  - Conducted sector case studies and value chain analysis, showing 50–60% AI adoption potential with cost breakdowns, break-even points, and 6–12 month payback to boost efficiency.
  - Applied business frameworks (SWOT, PESTEL, 3C, 6P) to study market trends, competition, and growth, co-created a bilingual portfolio for 10+ Bihar-based products, including export licensing strategies for Expomore.
  - Analyzed website performance using Google Analytics and conducted competitor analysis, delivering structured reports with actionable insights for strategic planning, demand forecasting, and website optimization by 15%.
- 1Vendor Platform** May 2025 - June 2025  
*Supply Chain Intern* Remote
  - Extracted and processed vendor data from B2B platforms, including company details and product range.
  - Cleaned the entries in Excel, improving consistency and cutting errors by 30%.
  - Developed a vendor database that reduced manual search time by 40%, streamlining the evaluation process.
  - Enabled vendor comparison for 20+ procurement cases based on pricing, products, and GST data.

## PROJECTS

- Revenue Optimization Project – Consulting & Analytics Club, IIT Guwahati**
  - Identified 20% revenue loss from booking gaps and low spa/event usage in mid-sized hotels.
  - Proposed service bundles and flexible pricing models, raising usage rates and projected revenue by 10–15%.
  - Presented KPI-driven ROI models with 6–12 month payback using dashboards.
- Skechers Sales Analysis**
  - Built a Power BI dashboard to track \$900M+ in sales across regions, product categories, and retailers, enabling visibility into demand patterns and distribution efficiency.
  - Identified the highest-demand category (Men’s Street Footwear, \$209M) and the most profitable region (West, \$243M), providing insights to optimize inventory allocation and supply chain focus.
  - Analyzed monthly demand trends, recognizing March and December as peak seasons, and highlighted a 42% profit margin, supporting demand forecasting, inventory planning, and strategic decision-making.

## SKILLS

- Technical Skills**: MS Excel, MS PowerPoint, SQL, Documentation, MS Word, Power BI, Figma, Canva
- Soft Skills**: Leadership, Adaptability, Critical Thinking, Problem-Solving, Stakeholder Management.

## POSITION OF RESPONSIBILITY

- IICHe BIT Mesra – President** Jul 2025 – Present
  - Resolved logistical and participation issues for Coalescence’25 through structured thinking, stakeholder collaboration, and independent negotiation for cross-branch event success.
  - Took ownership in ideating and launching Techies Tuesday, turning insight into action through clear storytelling and team alignment.
- IEEE BIT Mesra – Designer** Nov 2023 – Present
  - Led a cross-functional team to design an event, managing diverse inputs and tight deadlines through collaboration.
  - Led a design and UI workshop, mentoring 12+ members and guiding visual direction for key events.
- Dhwani (Music Club), BIT Mesra – Content Head** Oct 2023 – Present
  - Took ownership of club communication by writing 20+ impactful captions.
  - Mentored juniors through structured guidance and collaborative event content.