

Akshay Gadkari

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PROFESSIONAL EXPERIENCE

Alan J. Blair

Accountant's Assistant

San Francisco, CA

Mar. 2018 – Jun. 2018

- Organized accounts payable and accounts receivable data to prepare for an audit of AJB's clients
- Utilized the Macola ERP system to arrange payment information in SQL database
- Investigated and resolves discrepancies in financial reports
- Automated payment analysis using VBA code

Husk-to-Home

Business Manager

Riverside, CA

Dec. 2016 – Dec. 2017

- Managed over \$100,000 in total grant funding for manufacturing and R&D operations
- Presented cash flow models and feasible ROI to VC firms
- Created business plan to prepare for incorporation and commercialization
- Recruited and trained business interns in market research and financial analysis
- Communicated with customers and VCs to ensure product-market fit and financial backing

Business Development Intern

Aug. 2016 – Dec. 2016

- Developed financial metrics based on product pricing, cost analysis, and CapEx/OpEx
- Researched to determine proper market segment and Total Addressable Market (TAM)
- Conducted variance analysis and budgeting for R&D testing costs
- Discovered product cost reduction opportunities through coordination with engineering team
- Conducted SWOT and break-even analysis of Husk-to-Home

American English Institute

Marketing Coordinator

Riverside, CA

Jan. 2016 – May 2016

- Performed market research and A/B testing to determine targets for advertisements using quantifiable data
- Developed marketing campaigns - received a higher click-rate than 99% of comparable advertising for Facebook
- Created a marketing funnel to promote engagement through email, Facebook, Twitter, SEO, and Google AdWords PPC

SKILLS

- **Applications:** Microsoft Excel, Word, PowerPoint, Outlook; Hootsuite, HubSpot, Macola ERP
- **Programming Languages:** JavaScript, Python, C, React, Redux, Hooks, SQL, PostgreSQL, SQLite, CSS, HTML

EDUCATION

Lambda School, Full Stack Web

B.A. in Economics, University of California, Riverside

GPA: 3.60

Jul. 2018 – Present

Graduated Dec. 2017