|  |  |  |
| --- | --- | --- |
| **Akshay Gadkari** | | |
| 215 Cheryl Beck Court San Jose, CA 95119  (408) 807-6119 · akshay.gadkari@gmail.com | | |
|  | | |
| **PROFESSIONAL EXPERIENCE** | | |
| **Alan J. Blair** | | **San Francisco, CA** |
| *Accountant’s Assistant* | | *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** | | **Riverside, CA** |
| *Business Manager* | | *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** | | **Riverside, CA** |
| *Marketing Coordinator* | | *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 | *Jul. 2018 – Present* | |
| **B.A. in Economics,** University of California, Riverside | *Graduated Dec. 2017* | |
| GPA: 3.60 | | |