Work Experience   - (5 years 6 months)

Technology Head, SJT Footwear Industries, Jaipur, May 19- Present
- Started selling on B2B & B2C online channels - Ajio, Udaan, Bijnis, Amazon & Flipkart; 4 lakh+ Sales in 2 months; Developing processes for digitizing operations, production & dispatch.

Management Trainee, SRKC (Shri Ram Kripa Constructions), May 19- Present
- Oversaw 3 bridge projects (total Value 50cr+). Acted as Liason with various government & in-house departments for smoother workflow
- Conceptualized dashboard modules for expense, planning, costing in google sheets and developed tracking mechanisms

Senior Business Analyst, Service Operations, Gartner, Gurgaon, May 18- May 19
- Developed OSI Analysis to identify client priorities & suggested roadmaps for 200+ clients
- Partnered with internal stakeholders to learn, ideate, and recommend automation alternatives to service delivery associates' manual work streams
- Identified opportunities to improve productivity through automation & innovation in analytical methods
- Developed fully automated mail dashboard to keep track of metrics and provide visibility to the team using VBA & Python
- Developed multiple modules for automated Team Dashboard, mail sending, checking health of data, combining data from multiple teams, extracting relevant information from 1000+ documents using VBA and python

Assistant Manager, Strategy & Ops, MarketsandMarkets Pvt Ltd. Pune Apr17- Mar18
- Responsible for leading strategic initiatives, process improvement & compliance for 'Healthcare' research practice. Developed content for "Knowledge Store" – cloud based market intelligence platform
- Analysed sales data to identify most revenue generating sub-segments & created targeting strategy
- Monitored on-going client engagements to ensure best practices are being followed
- Streamlined multiple teams & standardised Revenue Impact methodology across domains
- Established pre-sales team & quality checkpoints to improve quality of sales proposals
- Directly reported to CEO for the 'Revenue Impact' strategic initiative. Developed decks for MMA (MarketsandMarkets Academy) as part of Revenue Impact methodology
- Coordinated with multiple sales & research teams spread across time zones for developing sales proposals for strategic accounts

Software Engineer, Samsung Research India, Noida, Jun 12 – Jan 15
Recognitions & Accomplishments
- Evaluated in **top 15%** for '13-'15; Received **inventor of the month 3 times** for generating patentable ideas
- Received **certificate of excellence (5% of 3000)**,'14 & **special contribution award (1%/ 3000)** in '13
- **Worked** on **15** Android applications for Samsung devices; **Mentored 3** new recruits & Delegated work
- **Showcased** applications at **Jaipur jewelers meet & Samsung B2B** Expositions at Hyderabad and Gurgaon
- Participated in conducting **guerrilla marketing research** held in Delhi for **understanding user needs**
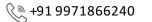
Key Projects:
Hospital Management
- Worked on OPD/IPD, a B2B solutions for hospital currently being **piloted** at **Apolo Hospital, Mumbai**
- Installed project at **Samsung Innovation Museum, South Korea** & won appreciation of top management
- Implemented **resource tracking** functionality and **data analyzing** modules to increase efficiency of hospital

Virtual Retail Store
- **Designed and Developed from scratch** InstaShop, a **digital catalogue** of all the products available in a **retail store** along with user history and virtual try out for 10 inch large screen Android Tablet

Other projects
- Developed **gesture based profile activation** and implemented features like changing basic settings, managing applications, blocking outgoing calls from a **single gesture** in ProSwift
- Enhanced features in Socialite, an **integrated social networking solution** developed for **South Africa**
- Implemented features & Optimized SmartTheme, which has **1,50,000+ downloads** on app store
  http://apps.samsung.com/mercury/topApps/topAppsDetail.as?productId=000000227792
- Worked on **Proof of Concept** for **Pedometer**, which counts number of steps taken by a user and distance, & **Remote Erase**, which allows user to **delete sensitive data** on stolen phone

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Barclays Technology Centre India, Pune – Software Developer, Jan '15 – Apr '15

- Member of **Business-API team** which develop and support all **customer facing channel** applications
- **Developed detailed understanding** of end to end interfaces using java, Web Services (**Spring-WS, Soap**)
- Worked with-in **Agile Team** as a developer and followed **Scrum** and **Kanban** best practices

Education

Degree/Examination	Board/University	GPA/Percentage	Session
PGDM (MBA)	IIM Calcutta	7.66/9	2015-2017
B. Tech (Hons) (CSE)	LNMIIT, Jaipur	**9.14/10**	2008-2012
12th	CBSE	82.3%	2007
10th	RBSE (Hindi)	80.3%	2005

INTERNSHIPS

Microsoft IDC, Cloud (Azure) team, Program Manager Intern, Apr '16-Jun'16

- **Coordinated** with **100+ Cloud architects** & **Account managers** across the Globe to conduct in-depth research & **segmentation** analysis based on emerging cloud usage patterns
- **Developed market insights** about the Cloud Disaster Recovery demand by interviewing In-house expert resources & Global enterprises based out of **US, Europe, Australia & Asia**
- **Created tutorial** for **Amazon Web Services to Azure Migration**
- Established **profitable segment** by segmenting clients by need for **Cross-Cloud Backup & Disaster Recovery**

Arcelor Mittal, Blast Furnace, **Kazakhstan,** Intern ,May '10 – July '10

Research Intern, IIT Gandhinagar, May-June 2011
(**https://eccc.weizmann.ac.il/report/2011/099/**)

POSITION OF RESPONSIBIITY

Class Representative, Section A, IIM Calcutta,2017
- Selected as **1 of the only 6** Class Representatives from a batch of **462 students** at IIM Calcutta
- Responsible for **liaising with faculty** to manage academic related activities of a section of 79 students

Senator, Student Gymkhana, LNMIIT,2011-12
- Elected as **1 of 4 senate representatives** by 144 batch mates for student gymkhana at LNMIIT
- Organized student body elections for **600+ students** while working as **head of elections committee**
- Co-founded **SWOT** team, which analyses student problems and provides long term solutions

ACADEMIC DISTINCTIONS & EXAMS

- Achieved **Institute Rank 15 out of 462** students in Term 2 at **IIM Calcutta**, Sept – Dec '15
- Attended **Louvain school of management**, **UCL**, **Belgium** as part of student exchange program '16
- Scored top grade(10/10) in 69% of the courses (35 out of 51courses) during Undergraduation'08-'12
- Completed **Bloomberg Market Concepts** training including fixed income & economic indicators modules
- Scored 99.76 percentile in **CAT '14** with sectional percentiles 99.38 in quant and 99.62 in verbal ability
- Scored **top 0.06%ile** (412 in 6,86,614) **in Gate'12** & 325/340 in **GRE '13** & 720/800 (94%) in **GMAT '14**

EXTRA-CURRICULAR ACHIEVEMENTS

- Filled **US patent** (Filing no. 3353/DEL/2013) in Samsung for pool data downloading on Mobile devices
- Filled **US patent** (1413/DEL/2015) in Samsung for Dynamically switching & managing applications
- Secured 2nd prize in city level quiz of 40 schools by Adarsh Shiksha Parishad Samiti, Jaipur, '02-'03
- Runner up in Entertainment quiz, stood 2nd out of 25 teams in VivaCity, National level College Fest '11
- Organized Events in Vivacity, National level college fest, **footfall 3000+** & Technomania, Technical fest
- Member of school band for parades & participated in 2 plays at Adarsh Vidya Mandir, Jaipur,'01-'05

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