

Anay Jain

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EDUCATION

UC SAN DIEGO

B.A. INTERNATIONAL BUSINESS
Specialisation: Entrepreneurship

B.Sc. COGNITIVE SCIENCE
Specialisation: Human Computer Interaction

Expected graduation: June 2019

COURSEWORK

Marketing Strategy
Business Project Management
Business Organizational Leadership
Global Business Strategy
Corporate Social Responsibility
Startups: Innovation to Market
Entrepreneurship in Tech
New Venture Financing
Financial & Managerial Accounting
Economic tools: Statistical Analysis
Data Analytics and Visualization
Design & Data Driven Marketing

SKILLS & TOOLS

MANAGERIAL:

Communication: Slack, Microsoft Teams, Zoho

Collaboration ; Google Drive, JIRA, Confluence, Trello, ProjectLibre

Marketing/Sales: Hubspot, LinkedIn Sales, Microsoft Office

Business/Data Analytics: SQL, Tableau, Python (Numpy, Pandas, Jupyter Notebooks)

TECHNICAL:

Design: Sketch, Photoshop, Illustrator, Marvel App, Figma, Invision

Development: HTML, CSS, Bootstrap, Git/Github, Java

ACTIVITIES

Board Member at Mera Parivar

Community work in rural India

Member at The Basement

The tech startup incubator @UCSD

Triton Entrepreneur

Student entrepreneur forum @UCSD

Member at Design at UCSD

Design Community @UCSD

WORK EXPERIENCE

MEDSPACE TECHNOLOGIES MARKETING/BUS. ANALYTICS INTERN

Nov 2017 – Feb 2018 | San Diego, CA

- Big-data medical startup at UCSD that optimizes patient transfers between different healthcare institutions and the medical services provided alongside, to provide the best quality care to the patient
- I lead their outreach and partnerships program. Key tools used: LinkedIn Sales, JIRA, Confluence, HubSpot and Microsoft Teams.
- Also analyzed and cleaned key data sets that were used towards creating our product

PADUP VENTURES BUS. DEV. INTERN + STUDENT CONSULTANT

June 2016 – Sep 2016 | New Delhi, IND

- A leading tech-start-up incubator and VC firm; I researched and evaluated 14 prospective start-ups on 64 data points and PadUp's 4-step process for thorough validation of their future potential.
- Led the launch plan for UnLearn Kids (an Edu-tech startup, now funded).

UBER MARKETING CONSULTANT

Jul 2015 – Sep 2015 | New Delhi, IND

- Built scalable partnerships with companies, chains and events to scale Uber's ridership.
- Part of the team that curated and executed Uber's global property- The Neighborhood Love, today with 26 partners and wide user reach.
- Responsible for resolving user support tickets(50+ daily) and engaging directly with riders to resolve grievances.

THE HELPING HAND FOUNDER

May 2013 – Present | Gurgaon, IND

- My social start-up in the space of effective resource allocation in the National Capital Region of India (New Delhi).
- Successfully raised over USD 40K to effect change in the space of women and youth empowerment, education of the underprivileged and food insecurity.
- Led a core management team of 5 people, and managed teams of upto over 30 volunteers for major projects.

RELEVANT PROJECTS

PUBLISEYES Co-FOUNDER/COO

Jun 2017 – Jan 2018 | San Diego, CA

- Developed the business concept and plan for an innovative marketing start-up and carried out development, customer discovery, financial forecasting and creating go-to-market strategies.
- Mentored under Prof. Rakesh Kumar at UC San Diego.

WATERKEEPERS BUSINESS LEAD/ FRONT END DESIGNER

Sep 2017 – Jan 2018 | San Diego, CA

- Created a live water quality map in Tijuana, Mexico - as a project for a local NGO Proyecto Fronterizo de Educación (currently in use)
- I was the business and partnership lead of my team which included managing stakeholder risks and relationships.
- Mentored under Prof. Brandon Reynante at UC San Diego