

Anirudh Batwara

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EDUCATION & QUALIFICATIONS

Warwick Business School, **MSc Business Analytics**

Sep 2020 – Sep 2021

Modules include: Data Management, Data Analysis, Analytics in Practice, Data Visualisation, Forecasting

Manipal University, **B.E. Mechanical Engineering**

Jun 2007 – Jun 2011

Modules included: Thermodynamics, Operations Research, Financial Management, Mechatronics

Dissertation: Simulation and Modeling of Solar Cooling System.

Won 4 awards for best paper presentation at national and international conferences.

WORK & LEADERSHIP EXPERIENCE

Gvtechno Logistic Private Limited, India, **Co-founder and Chief Technology/Product Officer** Dec 2014 – Aug 2020

- Conceptualised and developed dost.io – an online technology to truck urban freight mobility solution called DOST – Delivery Optimisation and Shared Transportation for movement of goods and services in urban areas. Spread across 70 cities this platform is used by several blue-chip companies for their intra city distribution
- Modelled and designed a collaborative profitability index to measure the cost contribution of resources per operational task resulting in improved visibility and cost reduction of about 25%
- Built visualisation tools of operational KPIs on Tableau and Periscope for real time manifestation of performance.
- Built and automated customer engagement metrics for 25000+ unique B2C customers and 300+ B2B clients every month. This resulted in a 30% increase in monthly active users.
- Built and operated a chain customer referral program where repeat purchases were rewarded in a chain resulting in 40% increase in sales from previous year in the same period.
- Managed teams responsible for attending B2B accounts of Fortune Global 500 clients.
- Used Artificial Intelligence and Natural Language Processing to design an omni channel sales funnel to deliver seamless experience to the end customer.
- Raised \$1m+ from foreign investors and marquee individuals
- Won sponsorship worth \$500k from Azure and Google Cloud. Hands-on experience on both GCP and Azure.
- Recognised by World Bank as one of the leading models for sustainable urban freight mobility across the globe

The Smart Techies Private Limited, India, **Director**

Aug 2011 – Apr 2014

- Built a boutique consultancy firm for developing and designing automation solution for industries with specialisation in micro controllers and PLCs
 - Streamlined operational efficiencies, designing company-wide analytics tool for client-specific metrics, financial performance, and site performance management tracking for 1000+ clients resulting in 20% cost savings.
 - Raised INR 2.5m in seed funding from National Science and Technology Entrepreneurship Development Fund, Department of Science and Technology, Government of India
 - Incubated company with Manipal University Technology and Business Incubator
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SKILLS & INTERESTS

- Languages: English (fluent), Hindi (native speaker)
 - Software Languages: SQL (decent), R (intermediate), Python (Intermediate), Javascript (Intermediate)
 - Software Tools: Tableau (decent), R Studio (decent), MS Excel (decent), Minitab (Intermediate), SPSS (Intermediate), Shell (Intermediate), Alteryx (Intermediate), Selenium (Intermediate)
 - Interests: Data Visualisation and Reporting, Supply Chain, Product Management, Product Development, SaaS and marketplace business models, Swimming, Marathons, Dog Lover
 - Certifications: Data camp certifications in SQL, R, Data Visualisation and Shell
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EXTRA-CURRICULAR EXPERIENCE

- Active member of Warwick Consulting Society, Warwick Finance Society and Warwick AI.