



Business Analytics | Operations | Strategy | Marketing

WORK EXPERIENCE

RELIANCE INFRA		Manager	Aug 2021-Present
Roles & Responsibility	<ul style="list-style-type: none"> ▪ Manager - Identifying value creation opportunities, presenting business plan while optimizing cost-efficiency and preserving quality and customer experience. - Designing and managing annual operating plans, incorporating timelines, market sentiment, investment opportunities and financial structures to ensure efficient cash flow management. - Performed data analysis on 189 projects by Power Bi, & provided insights on CAPEX projects, risk analysis, revenue. Reduced circle expenditure by 7% and time by 12%. - Strategized digital layouts of 35 office buildings containing information about assets, and employee information updated dynamically. - Performed competitor analysis to identify trends, patterns, new technology, initiatives other competitors are taking and suggested competitive strategy. - Prepared DPR worth 80 crores regarding upgradation of infrastructure, carried out cost benefit analysis and financial analysis including PBT, NPV, and IRR throughout the project lifecycle and submitted it to DERC. - Liasoning with external stakeholders such as PWD, DDA, Power Ministry, Forest Department for getting clearness of permissions required for the projects. 		
	<ul style="list-style-type: none"> -Pioneered competency mapping of 5000 employees, with HR and gave recommendations. -Spearheaded a team of 5 individuals for development of Housing Allotment App including Wireframes, User Persona, Customer Journey map for employees in the company. - Created a Display Add campaign of “Exchange of old AC with new one” as companies Green Energy initiative. 		
RELIANCE INFRA		Assistant Manager	July 2017 -Aug 2021
Roles & Responsibilities	<ul style="list-style-type: none"> ▪ Assistant Manager (Feb'18 -Aug'21) - Devised business case, financial models, did market research for company's first EV Charging project of 25 crores and presented to management for strategic decision making. - Collaborated with the Strategy Head and other Functional Heads on high-impact strategic assignments, focusing on sales, business performance, reduced time-to-launch, new product development, market entry, trends and competitive strategies. - Assisted team in executing Rainwater Harvesting project in 170 offices and carried out activities such as tendering, technical and commercial feasibility, budgeting, stakeholder management, risk analysis and power-interest matrix. - Defining (KPIs) for projects, conducting periodic reviews of actual performance against established metrics to ensure alignment with strategic goals. - Collaborated with Legal department and pursued 40 cases in SDM & High court for legal matters related to property disputes. 		
	<ul style="list-style-type: none"> ▪ Assistant Manager, Civil Construction (July'17 -Feb'18) -Preparing MIS, progress report and giving presentations to management. -Performed activities such as budgeting, quantity surveying, land development, BOQ, finalizing layout plans. -Preparing Purchase Requisition (PR), Work Orders as per the BOQ quantity. -Planning and scheduling the activities for projects, conducting critical path analysis, solving problems and providing recommendations as per the schedule. -Calculating Free Issue Material for the consumption of projects, checking and reconciliation of FIM as per the certified bill quantity. -Verifying contractor bill and ensuring that health, safety, sustainability policies, and legislation are adhered to. 		
Initiatives	<ul style="list-style-type: none"> - Implemented ESG & Energy Conservation & Building Code (ECBC) initiatives at workplace. - Winner Quality Champ Award for making significant improvements in quality control by implementing Lean Six Sigma approach. 		

RELIANCE INFRA		Graduate Engineering Trainee		July 2016 -July 2017	
Roles & Responsibilities	-Supervised both Greenfield and Brownfield projects.				
	-Validating technical design and drawings to ensure that they are followed correctly on site.				
	-Coordinated with clients, subcontractors, CAD department and project manager. Providing technical advice solving problems on site, preparing reports , and filling in other paperwork.				
	-Oversaw the view, plan, and specification for proper construction and quality implementation at site.				
	-Examined the structural strength of old buildings and retrofitted 13 buildings .				
CERTIFICATIONS, INTERNSHIPS & PROJECT					
Digital Marketing	- Executed a digital market strategy using Google Analytics, Keyword Planner , and Adsense for products and ran Search and Display adds on Google . Got an impression of 94,000 with Display add CTR of 9% & Search add CTR of 3% -Conducted a market survey of 1000+ respondents for a sports application and developed insights from it using Tableau & Orange software .				
Product Management	Intern- All Even11, Research and Recommendations - Designed a digital product consisting of Wireframe, User Persona, Customer Journey Map, Stakeholder analysis , and Customer Value Proposition along with a Go-To-Market Strategy and Business Model Canvas . - Conducted a detailed competitor analysis and identified key areas where they were lacking and formulated a business strategy to provide services in that area.				
Data Analytics	▪ Project – Loss Reduction & forecasting of demand of electricity - Spearheaded a detailed analysis of 75 lakh customer electricity consumption data and forecasted next year's demand , accordingly projected new sub-stations and grids.				
Project Management & Finance	▪ Project – Creation of Cricket Stadium Report and Feasibility Analysis - Prepared DPR for construction of an international level cricket stadium of value 200 Crores . - Identified various stakeholders, developed RACI matrix , project schedule of 300+ activities through Primavera P6 . Conducted risks analysis and developed strategies to mitigate them. - Calculated future Revenues, NPV and IRR of the project and based on that analysis gave recommendations.				
Indian Institute of Technology (IIT), Guwahati	▪ Project - Eutrophication of Dighali Pukhuri lake. - The project focused on the reasons for the eutrophication of lakes. Samples were collected and around 1000 tests were conducted on the Physicochemical and biological parameters of water. - Findings stated that the lake had a high amount of Nitrogen and Phosphorus (17.5 times higher) content, which led to eutrophication.				
ACADEMIC PROFILE					
MBA	Indian Institute of Management, Kozhikode		3.24/4.3	2021-2023	
B.Tech (Civil Eng)	Pandit Deendayal Petroleum University, Gandhinagar (PDPU)		68.3%	2012-2016	
Class XII	Central Academy, Jodhpur (CBSE)		69%	2010-2011	
Class X	Central Academy, Jodhpur (CBSE)		83.4%	2008-2009	
ACADEMIC ACHIEVEMENTS					
▪ Winner in ESG competition “ Solutions for a Carbon-Neutral Campus ” at IIM Kozhikode .				2022	
▪ Winner for the paper “ Eutrophication of Lakes ” at BITS, Pilani				2016	
▪ Winner in National Environmental Conclave for the final year project of “ PLASTIC ROADS ”				2016	
▪ Published an article in newspaper (Danik Bhaskar) on the topic “ Developing Jodhpur as a metro city ”				2011	
▪ Winner in National Science Quiz conducted by DRDO amongst 500+ schools				2009	
EXTRA CURRICULAR ACTIVITIES					
Paper Publications	- Demolition and Rehabilitation of Structures at national conference TIT, Bhopal				2014
	- Green Buildings at national conference on Smart Cities at SVNIT, Surat				2015
	- Use of plastic waste to improve engineering properties of soil in Indian Geo-technical 2015 Conference, Pune .				
	- Energy efficient system and green technology leading to green GDP in international conference at PDPU, Gandhinagar.				2016
	- Effect of economic factors on Sensex in international conference CERE at IIM Indore				2023
	- Greening Higher Education: Achieving Carbon Neutrality in Globalizing Indian Thought Conference at IIM Kozhikode .				2023
	- Co-author of a book published by NGO named GRAVIS with Lia Garman				2014
SOFTWARE KNOWLEDGE					
MS Office, Excel, MS Project, Primavera P6, SAP, Tableau, Orange, R, Mini Tab, AutoCAD, Miro, Power BI.					