

AYUSH GALPHAT

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EDUCATION

- Lakshmi Narain College of Technology** Bhopal, India
Bachelor of Technology - Mechanical Engineering (CGPA: 8.14/10) 2020 - 2024

SKILLS SUMMARY

- Languages:** JAVA, SQL, HTML, CSS, JavaScript, LaTeX
- Platforms:** Microsoft 365 (Excel, Power BI, PowerPoint, Power Apps), Figma, Balsamiq, Slack, Tableau
- Tools:** Github, WordPress, Aurdino, Canva, AI Platforms (Open AI, Copilot, Claude, Bard)
- Courses:** Project Management ([Link](#)), Product Management

EXPERIENCE

- Blaash.io** Bangalore, India
Product Research and Management (Full-time) March 2024 - June 2024
 - Launched end-to-end B2B SaaS solutions for Preconstruction Business users (Palcode.ai) & Low and no-code platform users, identifying trends, competitive gaps, and customer needs. Conducted AI-driven CRM & Business Management App market research, for analysis of 300+ brands to inform the development.
 - Designed product wireframes and led cold email campaigns, achieving a 20% engagement boost. Collaborated cross-functionally with UI/UX and dev teams to deliver 3 new features using Agile and project management practices.
 - Engaged industry leaders across 23+ countries to identify & verify pain points, validate product-market fit, and refine features through A/B testing, while documenting projects and reporting with stakeholders to drive launches.
 - Built automation for real-time market insights, reducing analysis time in handling data-sets by 98% and enabling visual data dashboards to support strategic decision-making and prioritized backlog input.
 - Smoky Resources** United States
Management Intern (Full-time, Remote) December 2023 - January 2024
 - Consulted 10+ global clients, optimizing profiles for better career alignment, tracking applications and providing continuous account management support.
 - Handled & managed administrative tasks, data-entry and reporting, cross-time zone collaboration, including US operations, and enhancing team work efficiency by 15%.
 - StockGro** Bangalore, India
Marketing Intern (Contractual) August 2023 - October 2023
 - Improved platform engagement, translating into stronger community traction and boosting audience retention, introducing practical skills exposure.
 - Promoted financial literacy outcomes through real-time market events, hosted events and market sessions with StockGro, gaining 500+ signups in 2 days and 90% positive feedback.
 - AICTE IDEA Lab** Bhopal, India
Sustainable Product Development (Part-time, Contractual) January 2023 - April 2023
 - Researched and developed sustainable products, leveraging emerging technologies for real-world solutions with applications in STEM fundamentals to develop prototypes, foster critical thinking and problem-solving under central-government schemes.
 - Applied CAD & Design knowledge (SolidWorks, KiCAD, EAGLE, RDWorks) to instruct technical workshops for learners, gaining hands-on experience, logic building, and fostering community learning in an unsupervised setting with application in engineering and ergonomics after university hours.
- ## PROJECTS ([WEBSITE LINK](#))
- Product Management & Market Research Analysis:**
 - Launching GTM for Netflix India (Case Study):** Micro-Subscription & Acquisition Strategy. [Link](#)
 - Swiggy Instamart (Case Study):** Improving Average order value. [Link](#)
 - CreatorFlow AI (UI/UX):** An intelligent content management platform that leverages advanced AI/ML technologies to revolutionize how influencers, marketing teams create, optimize, and distribute content across social media. [Link](#)
 - Retail Sales Analytics Dashboard (Walmart Sales)** [GitHub](#):
 - Analyzed Walmart sales dataset using MySQL Workbench to study product performance, sales trends, and customer segments, deriving insights on revenue and profitability for strategic improvements.
 - Developed interactive Power BI dashboards from MySQL data, transforming tabular outputs into visual insights that improved trend identification and decision-making efficiency by 80%.
 - Srijan (Web + XR E-commerce)** [GitHub](#):
 - Developed "Srijan" – an AR/VR-enabled e-commerce platform for custom Indian art and gift products, enhancing product visualization and user engagement. Focused on immersive shopping experiences. srijan-ayush.vercel.app

PUBLICATIONS

- **Research Paper: [Investigation on performance enhancement due to rib roughened solar air heater](#):** Published research article in Elsevier Scencedirect journal and presented at the *4th INTERNATIONAL CONFERENCE ON ADVANCES IN MECHANICAL ENGINEERING AND NANOTECHNOLOGY*: (ICAMEN 2022) as a student fellow among the scientific community.
- **A Revisit to Thermal Performance Enhancement of Sustainable Solar Air Heater:** Presented paper at SESBT 2022 (University of Groninge, VIT Chennai) and at [IEEE 3rd EPEE 2023](#) (Huazhong University of Science and Technology China, University of Agder Norway, IES University India), as the youngest fellow.

HONORS AND CERTIFICATES

- Featured for sustainable energy research & innovation on [Greenhouse effect](#) applications in local newspaper & [LMRC](#).
- Led team to win Innovation award among 300+ participants at **wittyhacks 3.0** & **CODEBITE 2K23** hackathon.

LEADERSHIP EXPERIENCE

- **Instructor: Microsoft Learn Student Ambassador** India
Conducted 4+ workshops on AI and Microsoft tools, reaching 300+ learners globally. September 2023 - January 2025
- **Head Volunteer: [Smart India Hackathon \(SIH 2023\)](#)** Bhopal, India
Managed operations, and teams for a 5-day SIH, overseeing 500+ attendees from nationwide. December 2023
- **Co-head: [NASA Space Apps \(2023\)](#)** Bhopal, India
Organized a global hackathon; mentoring 10+ teams to solve real-world challenges using open data. October 2023
- **Organizer: [National Agro Hackathon \(NAH 2023\)](#)** Bhopal, India
Hosted a 36-hour competition with 300+ attendees from 8 states, fostering tech-driven innovation. April 2023

Community Experience

- **Graphic Designer & Teacher: [WeCARE NGO](#)** Bhopal, India
Empowered underprivileged kids via teaching workshops, social campaigns and fundraising. June 2023 - March 2024
- **PR/Outreach Co-head: [DEVCODE Community](#)**
Led outreach campaigns worldwide, reaching 7,000+ developers. June 2023 - June 2024