



Onkar Pandey

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EDUCATION

Degree/Certificate	Institute/Board	CGPA/Percentage	Year
M.B.A.	Indian Institute of Technology, Kanpur	8.2 (Aggregate)	2026
BS(CS)	St. Joseph's University, Bangalore.	79.50%	2019
Senior Secondary	C.B.S.E.	86.70%	2016
Secondary	C.B.S.E.	9.8	2014

EXPERIENCE

- Amazon India** *September 2023 - June 2024*
Analyst-BI Last Mile *Hyderabad, India*
 - Leveraged Excel and Power BI to analyze delivery data, optimizing static route planning and reducing last-mile delays by 12% across 100+ km of coverage
 - Owned and executed full-cycle optimization of RNC and AHT processes, leveraging user insights and A/B experiments to drive a 10% faster resolution rate
 - Led cross-functional rollout of AI-driven audit dashboards across 5+ global teams, boosting audit throughput by 110% and cutting escalation volume by 15%
- Chanakya Book Publisher** *Aug 2020 - Jan 2022*
Strategy and Content Analyst *Varanasi, India*
 - Drove regional B2B-GTM strategy by activating new distribution channels and optimizing sales funnel efficiency
 - Orchestrated content operations by aligning with 30+ authors and ecosystem partners, meeting publication SLAs across district

PROJECTS

- Campus Accessibility Mapping: [Inclusive Mobility Mapping for Campus Accessibility using ML]** *March 2019*
Tool Stack Used: [ML, Python, Matplotlib, Seaborn, CSV Data]
 - Designed a machine learning model to identify accessibility gaps for physically challenged students and staff on campus. Used K-Means clustering and decision trees to analyze movement patterns and suggest optimal ramp placements. Enabled data-driven planning for inclusive campus infrastructure.

SKILLS

- Technical Skills:** Python, SQL, Machine Learning, Wireframing, A/B Testing, QlikView
- Management Skills:** Go-To-Market Strategy (GTM), Product Lifecycle Management, Strategic Thinking, Agile Product Development, Six Sigma
- Tools:** Power BI, Excel, JIRA, Salesforce CRM

CERTIFICATIONS

- AI Planet, Social Network Analytics** *March 2023*
- Amazon, Product Manager** *May 2024*
- IIT Guwahati, Strategy Consulting** *Jan 2025*

ACHIEVEMENTS

- National Finalist, "The Inquisitive-GenMen" Case Competition, IIT Bombay 2024
- Gold Medal with Certificate of Excellence, Board Exam 2014 by Hindustan Times, TOI

POSITIONS OF RESPONSIBILITY

- Placement Committee Coordinator**, *Placement Committee, IITK*
Sep 2024 - Present
- Mess Secretary**, *Men's Hostel, SJC*
July 2018 - July 2019

INTEREST AND HOBBIES

Cooking, Running, Badminton