



Rishav Kumar

Masters in Business Administration
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EDUCATION

Degree/Certificate	Institute/Board	CGPA/Percentage	Year
M.B.A.	Indian Institute of Technology, Kanpur	8.47 (Aggregate)	2026
B.E., ME	Ahmedabad Institute of Technology, Gujarat	78.00%	2020
Senior Secondary	C.B.S.E.	84.00%	2015
Secondary	C.B.S.E.	91.00%	2013

EXPERIENCE

- Apsona** May 2025 - Present
Product Intern - Internship Bangalore, India
 - Designed and deployed 5+ dynamic Salesforce dashboards via Apsona and Agentforce used by CXOs for weekly business reviews.
 - Executed pricing bundle upgrade after analyzing 3 key competitors and 12 product usage trends, contributing to a 15% projected revenue uplift in upcoming product relaunch.
 - Automated product usage analytics across 1,000+ daily user events using App Analytics & Apsona, upselling signals for 4 internal teams.
- Abaj Frontendz Pvt. Ltd.** Feb 2021 - Jun 2024
Business Analyst - Full Time Ahmedabad, India
 - Implemented a structured framework, improving departmental efficiency and accelerating project initiation by 20%. Developed Interactive Dashboards in Power BI - Accelerating decision-making speed by 26%
 - Increased stakeholder engagement by 32% and build long-term partnerships
 - Optimized project timelines by 2 weeks and delivered solutions that exceeded client expectations by 20%

SKILLS

- Analytics & Business Intelligence:** Power BI, Tableau, Excel, Data Visualization, Regression Analysis, Financial Reporting, KPI Tracking.
- Programming & IT Skills:** SQL, Python, Data Modeling, ETL Processes.
- Project & Product Management:** Agile Methodologies (Scrum), JIRA, Project Lifecycle, Stakeholder Engagement.
- Financial Analysis & Modeling:** Financial Forecasting, Budgeting, NPV, IRR, ROI Analysis, Cash Flow Projections.
- Soft Skills:** Communication, Leadership, Team Collaboration, Problem Solving, Conflict Resolution, Client Management, Adaptability, Negotiation.

CERTIFICATIONS

- Tableau**, Hands-On Tableau Training for Data Science Jul 2024
- Microsoft Power BI**, Microsoft Power BI Desktop for Business Intelligence Jul 2024
- SQL**, SQL Essentials for Business Analysts Aug 2024
- Microsoft Excel**, Microsoft Excel for Data & Business Analytics Aug 2024

ACHIEVEMENTS

- Awarded Employee of the Year for outstanding performance.
- Innovation Excellence Award - Developed a predictive analytics model.

POSITIONS OF RESPONSIBILITY

- Sports Committee Member**, Udghosh 2024 - Annual Sports Festival, IITK
Aug 2024 - Present

INTEREST AND HOBBIES

Reading Political News, Football, Listening Music