



Harsh Agarwal

Masters in Business Administration
Indian Institute of Technology, Kanpur

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EDUCATION

Degree/Certificate	Institute/Board	CGPA/Percentage	Year
M.B.A.	Indian Institute of Technology, Kanpur	8.73 (Aggregate)	2026
B.Tech., Mech	Birsa Institute of Technology, Sindri	8.57	2022
Senior Secondary	C.B.S.E.	87.40%	2018
Secondary	C.B.S.E.	9.2	2016

EXPERIENCE

- Lets Transport** May 2025 - July 2025
General Management Intern - Summer Internship Bangalore, India
 - Diagnosed 100+ lakhs annual leakages analysis of platform fee inconsistencies across Excel/FO App.
 - Architected centralized dashboard monitoring 25,000+ trips for tracking of debits, payouts, & outstanding.
 - Mapped end-to-end payment lifecycle for Upcountry B2C ops and identified TAT delays across 5+ stages.
 - Proposed softcopy-first POD flow, reducing invoicing TAT by 18% through cross-functional team alignment.
- Vedanta Limited** Aug 2022 - June 2023
Assistance Manager - Full time Goa, India
 - Investigated high-decibel fan noise and implemented mechanical fixes, reducing sound levels by 8 dB
 - Supervised 4–20 technicians across shifts, resolving equipment breakdowns with minimal downtime
 - Coordinated maintenance of blowers and HBS to ensure continuous production in steelmaking operations
 - Led a Lean Six Sigma DMAIC project to optimize hydraulic pipelines, reducing oil usage and saving 60K/month

PROJECTS

- Sustainable Fashion Go-to-Market Strategy – Consumer Research & Brand Positioning** March 2025
Tools: [Primary Survey (Google Forms), Excel, Segmentation Frameworks, AIDA Model]
 - * Designed a go-to-market strategy for a sustainable clothing brand by analyzing 11.2B market trends, customer personas, and digital media channels
 - * Conducted primary research on 100+ consumers to evaluate awareness, and pricing barriers in eco-fashion

SKILLS

- Technical Skills:** SQL,Power BI, Excel,Python (Machine Learning basics)
- Management Skills:** Marketing, GTM, Operations, Supply Chain Optimization,Consulting
- Tools:** Power BI, Excel, Power Query, MS Teams,Canvas, Power Point, Tableau (Basic)

CERTIFICATIONS

- KPMG**, Lean Six Sigma' Oct 2024
- PWC**, Data-driven Decision Making Dec 2024

ACHIEVEMENTS

- Secured 1st position in the Healthcare Network Application case study competition organized by OceanM
- 1st Runner-up in FULCRUM 2024- A national level case competition on Consulting organized by XLRI

POSITIONS OF RESPONSIBILITY

- Logistics and Operations Head**, GCC Innovation Summit 2025 , IITK
July 2025 - Present
- Marketing manager and program coordinator**, GRS Club, BIT Sindri
Sep 2020 - Aug 2021

INTEREST AND HOBBIES

Cricket Geopolitics Table Tennis Anime