Dheeraj

Masters in Business Administration
Indian Institute of Technology, Kanpur

+91-7231979006
dheeraj24@iitk.ac.in
linkedin.com/in/kdheeraj24

EDUCATION

Degree/Certificate	Institute/Board	CGPA/Percentage	Year
M.B.A.	Indian Institute of Technology, Kanpur	8.4	2026
B.Tech. M.E	D.C.R.U.S.T, Murthal	7.6	2021
Senior Secondary	C.B.S.E.	76.6%	2016
Secondary	C.B.S.E.	8.8	2014

EXPERIENCE

- **Alison Smart Homes** — *June 2025 - July 2025*
  Management Trainee — Gurugram, India
  ◦ Boosted engagement by 18%; Analyzed 5k+ mobile device log to flag top 3 underused features for decisions
  ◦ Cut monthly reporting time by 40%; Built excel dashboards tracking sales across 7 regions for decisions
  ◦ Increased avg.revenue per installation by 5%;Led pricing analysis of 4+smart home bundles for sales team
  ◦ Detected 25% drop-off via funnel analysis; Analyzed 1.2k users proposed UI fixes adopted by product team

- **Jipvi Ecommerce Pvt Ltd** — *March 2022 - December 2023*
  Operations Manager — New Delhi, India
  ◦ Improved inventory forecasting accuracy 32%; built regression models on 1M+ data points for supply chain
  ◦ Reduced stockout 7% across 2 warehouses; optimized reorder trigger via sale trend analysis.
  ◦ Increased sale conversion 18%; Built BI dashboard tracking 15+ KPIs across 4 e-commerce platform
  ◦ Drove 40% revenue growth; Segmented 50k+ customer into 3 cohort for targeted marketing campaign

- **Danblocks Brakes Pvt Ltd** — *September 2021 - February 2022*
  Graduate Engineer Trainee at Production Planning Control — Sonipat, India
  ◦ Achieved 97% schedule adherence & cut overtime 23%; Optimized daily planning across 5 cells via SAP PP
  ◦ Improved forecast accuracy 22% & cut planning time 18% via capacity gap analysis;created dashboards
  ◦ Reduced order time 65% and boosted accuracy to 99.5% led SAP PP rollout for digital order processing

PROJECTS

- **Create a product to improve the efficiency/bonding of WFH employees** — *March 2025*
  ◦ This project aims to develop a specialized product to enhance efficiency and collaboration for remote workers.

SKILLS

- **Technical Skills**: SQL, Python, Excel
- **Management Skills**: Marketing, Leadership, Problem solving, Six Sigma, Cross collaborations
- **Tools**: JIRA, Figma, Power BI

CERTIFICATIONS

- **KPMG** Lean Six Sigma Green Belt — *October 2024*
- **PHYSICS WALLAH** Product Management with Gen AI — *April 2025*
- **TRENDY TECH** SQL Champion Program — *June 2025*

POSITIONS OF RESPONSIBILITY

- **Organiser at UDGHOSH'24(Annual sports festival)** IIT KANPUR — *October 2024*
- **Class Representative (MBA Batch 2024-2026)** IIT KANPUR — *August 2024 - Present*

INTEREST AND HOBBIES

Cricket Networking Dancing