

## EDUCATION

**Indian Institute of Technology, Bombay, Mumbai, India**

Bachelor of Technology in Chemical Engineering

Jul. 2015 – Jul. 2019

## WORK EXPERIENCE

**NetApp, Bangalore, KA**

Business Analyst 2, Strategic Planning and Business Operations

Jul. 2022 – Present.

- Program managed KPI reporting from multiple teams for monthly business review of all products to CPO
- Provided recommendations to address competition's increasing market share; analysed their strategy across customer segments, pricing and products
- Built, published a webapp for calculating cross sell & performing cohort analysis for product penetration in installed base

Business Analyst 1, Strategic Planning and Business Operations

Feb. 2021 – Jun. 2022

- Developed **portfolio simplification strategy for 10 products**; Analysed products positioning, adoption trends, features overlap, user personas, user journey maps, and competitor's portfolio; a new **unified product Blue XP launched**
- Modelled future revenue and margins for multiple products; **used by multiple teams for their AOFF**
- Transformed discounting through deal scoring model to improve gross margins; **model being added to CPQ system**
- Saved 35% effort** for a country's sales team **keeping 98% revenue** using ML to prioritize customer accounts; **model adopted by 5 more countries** with limited sales bandwidth

**OYO Rooms, Gurgaon, HR**

Associate Manager, Revenue Operations

Nov. 2020 – Feb. 2021

- Formulated pricing strategies (accommodating COVID), for peak summer season, for 1800+ hotels across India
- Built peak days identification model to identify peaks, in next 3 months, and apply surge pricing at various regional levels

Business Analyst, Central Operations

Jul. 2019 – Sept. 2020

- Led a team of 12+ managers** to launch **500+ kitchens** across India within 4 months as part of business expansion team
- Spearheaded performance improvement measures & managed day-to-day operations for **1450+ food outlets PAN India**
- Introduced a pre-signing **audit process tool** to carryout quality control, **saving 500+ man-hours** and operational costs
- Built a webapp, using dash, displaying critical information centrally for all business verticals, e.g. live room blocking information for hotels reducing blocked inventory by 3% and generating additional revenue potential of **INR 2M/month**
- Automated **monthly reports** using **SQL & Python** to track KPI's based on **6,00,000+ customer feedback** & 30,000+ tickets
- Developed an **automated ticketing system**, recording custom metrics, using google apps script to **reduce TAT, Cost**, etc.

**Bloom Energy, Bangalore, KA**

Automation Engineer Intern, Received Letter of Recommendation for commendable work in the project

May. 2018 – Jun. 2018

- Extracted and analysed time series data of parameters generated by energy servers from MongoDB and MSSQL databases
- Reduced computation time from **6 hours to 1.5 hours** (of existing system) using recursive estimation algorithms

## PROJECTS AND EXPERIENCES

**Hippie Hippos, Solana**

NFT Collection

Jan. 2022 – Mar. 2022

- Made 10,000 NFTs on Solana blockchain** using metaplex; successfully deployed candy machine for minting on devnet
- Programmed a discord bot** to manage roles, calculate rarity and handle whitelists & airdrops for discord members

**Code in Place, Stanford University**

Teacher Mentor, Section Leader

Apr. 2021, Apr. 2020

- Guided a group of 15+ section leaders** on teaching methods in Code in Place 2021
- Part of teaching team of Code in Place 2020; taught python programming in a section of 11 people from 5+ countries

## LEADERSHIP POSITIONS

**Techfest, IIT Bombay**

Events Manager (Received Letter of Appreciation from Dean of Research and Development)

Mar. 2017 – Mar. 2018

- Led a two tier team of 60+ as a part of 22 membered core team of the festival having **170k+ footfall & 74M+ budget**
- Spearheaded showcase of 35 international exhibits from 10 countries and 126 institute exhibits (**35% y-o-y increase**)

**Performing Arts Festival, IIT Bombay**

Overall Coordinator Fine Arts

May. 2019 – Jun. 2019

- Mentored a team of 5 hostels with 3000+ inmates for the scenic design and build of a 90 minutes theatrical performance
- Bagged 1st position** in the Fine Arts genre of the festival and **awarded with Pillar** of Performing Arts Festival

## SKILLS & EXTRACURRICULARS

**Programming Skills:** Proficient in Python, SQL, Tableau, Google Apps Script, familiar with R, Solana CLI

**Sports:** Brown III belt in Karate; Won Bronze at an International Championship, 1 silver & 3 Bronze at State Championships