Divyanshu Prasad

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WORK EXPERIENCE

NetApp, *Bangalore, KA*
Business Analyst 2, Product Strategy and Data Science   *Jul. 2022 – Present.*
- Provided recommendations to address competition's increasing market share, analysing their strategy across customer segments, pricing and products

Business Analyst 1, Product Strategy and Data Science   *Feb. 2021 – Jun. 2022*
- **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
- Optimised a portfolio of 10 products for size; Analysing products positioning, features overlap, user journey maps, and competition; a new **unified product to be launched in Nov**
- Built a dynamic model to predict company's future revenue and margins; **used by multiple teams for their AOP**
- Transformed discounting process through ML to improve gross margins; **model is being added to CPQ system**

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 report**s 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

EDUCATION

Indian Institute of Technology, Bombay, *Mumbai, India*
Bachelor of Technology in Chemical Engineering   *Jul. 2015 – Jul. 2019*

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
Interests: Strategy Games, Adventure Sports