

## Drishti Hoskote

dhoskote.mam2023@london.edu +44 7379 783719 <https://www.linkedin.com/in/drishti-hoskote/>

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### EDUCATION

- 2022 - 2023**     **London Business School, London, UK**  
Reading for Masters in Analytics and Management degree
- 2018 - 2022**     **PES University, Bangalore, India**  
BTech Computer Science Engineering | GPA: 9.27/10  
Specialisation in Machine Intelligence and Data Science; Merit Scholar 1st-7th Semester

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### BUSINESS EXPERIENCE

- 2022 - 2022**     **BOSCH GLOBAL SOFTWARE TECHNOLOGIES, Bangalore, India**  
**Product Management and Strategy Intern (6 months)**
- Conducted market research, analysed customer feedback and built wireframes to rework existing dashboard UI and enhance its current features to be more dynamic and intuitive
  - Structured, planned, and designed low-fidelity wireframes for benchmarking and analysis section of the portal to deliver user-friendly actionable insights, helping reduce clients' energy consumption by ~25%
  - Analysed electricity consumption patterns, prepared reports, and provided insights on possible energy and monetary savings; presented directly to 4 clients in the UK, US, Singapore, and Romania
  - Re-aligned the go-to-market strategy with ESG initiatives and worked on a tier-based pricing strategy to target 4 different customer segments
  - Researched and compiled a customer hit list with 70+ potential clients (Retail, Banking, and QSR) — spanning India, the Middle East, and Singapore — for the sales team to target
- 2021 - 2021**     **AVJ CONSULTANTS, Bangalore, India**  
**Deliver a wide range of business consulting and comprehensive implementation services**  
**Business Development Intern (4 months)**
- Designed branding content and devised LinkedIn marketing campaign ideas for 3 clients across Banking, Retail, and Legal-Tech sectors, qualifying 8 leads
  - Created a B2B website focusing on the company's key services to attract prospects, generating 6 leads
  - Researched and assembled a market database of 500+ healthcare stores in North America for a Closed Loop Card Implementation
- 2020 - 2022**     **ATHENA MENTORSHIP, Bangalore, India**  
**Student run organisation that provides personalised conceptual tutelage**  
**Founder (2 years)**
- Built an efficient logistics workflow, implemented customer management of 27+ students between grades 5-12, and convinced parents to trust the service
  - Led a team of 3 to recruit, train, and supervise 35+ mentors to deliver online academic tutelage in 7+ subjects, generating GBP 5,500 in value
  - Managed 7 high school interns, working on social media marketing and operations, and tutored 10th grade students in science and math, increasing grades by 35%
- 2020 - 2020**     **PHILIPS HEALTHCARE, Bangalore, India**  
**Summer Intern (6 weeks)**
- Performed competitor analysis of top 5 players in diagnostic imaging — by examining websites, financial statements, and Interbrand report — to provide brand evaluation and make marketing decisions
  - Computed sentiment analysis of over 3000 tweets of competitors to understand differences in social media presence and customer engagement

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### ADDITIONAL INFORMATION

- Volunteering**     Taught science to 9th and 10th grade underprivileged girls at Tirtha Ashram in Bangalore and helped increase grades by 30%
- Research**         Authored a paper on "Strategic adjustments made by businesses established in developed countries expanding into developing countries"
- Fundraising**     Raised GBP 2,200 for the Sundarbans Floods and Girl Child Education through sale of wildlife and landscape photographs clicked by India's best photographers
- Leadership**       Spearheaded a fundraiser for the Australian Bushfires and raised GBP 700, by organising a 2-day fest with over 15+ events hosting 300+ students
- Interests**         Photography (Young Photographer Award by Nature inFocus and Sanctuary Asia), Dance (University Team)
- Tech Skills**         R, Python, C, HTML, CSS, Balsamiq, Adobe XD