

Ekansh Raghav

Fourth Year Undergraduate

Discipline of Civil Engineering

Indian Institute of Technology, Gandhinagar

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ACADEMIC DETAILS

Degree	Specialization	Institute	Year	CPI/%
B.Tech.	Civil Engineering	IIT Gandhinagar	2022-Present	6.91/10
Class XII	Physics, Chemistry, Maths	Silver Stone Public School, Chandausi	2021-2022	73
Class X		Silver Stone Public School, Chandausi	2019-2020	65

PROJECTS

- **Customer Spending & Tipping Behavior Analysis** (*Prof. Marcos Inacio, IIT Gandhinagar*) [Sep '25 - Oct '25]
 - Analyzed 157 transaction records to identify customer spending, tipping, and weekday revenue trends using Python and data visualization.
 - Developed visual and regression models to identify how spending patterns, group size, and weekdays influence revenue and tipping growth, showing a strong positive bill-tip correlation.
 - Derived actionable business insights on pricing, staff training, and weekday promotions to improve profitability and customer experience.
- **Credit Card Customer Behaviour Analysis** [GitHub](#) [Dashboard](#) [Sep '25 - Oct '25]
 - Analyzed data of 10K+ credit card customers to study spending behavior, engagement levels, and churn patterns.
 - Segmented customers into Loyal, High-Value, and At-Risk groups to pinpoint high-return customer segments and identify where marketing investments deliver the greatest impact.
 - Estimated Customer Lifetime Value (CLV) and built Profitability Tiers to identify high ROI customers and developed a live Streamlit dashboard for profit and churn insights to guide retention strategies.
- **Resume Evaluation System using Agentic AI** [GitHub](#) [Aug '25 - Sep '25]
 - Designed a 17-node agentic AI workflow using n8n, LangChain, and Google Gemini API for automated resume parsing and evaluation.
 - Automated form input, PDF text extraction, and structured data parsing for education, experience, and skills.
 - Integrated Google Sheets and Gmail APIs to auto-generate candidate summaries, scores, and HR reports, creating a reusable AI-native pipeline for intelligent recruitment automation.
- **AI Chatbot Disclosure Analysis** (*Prof. Marcos Inacio, IIT Gandhinagar*) [Aug '25 - Sep '25]
 - Analyzed 6K+ customer interactions to study how AI disclosure timing affects engagement and sales conversions.
 - Found 57% drop in engagement when AI was disclosed early, while undisclosed AI achieved near-human conversion (21.7% vs 23.1%), revealing a clear trust-performance trade-off.
 - Applied customer segmentation and data visualization using Python to identify high-conversion segments and provide ethical AI strategies for customer engagement.

INTERNSHIP EXPERIENCE

- **Geospatial Network Optimization for Urban Flood Modeling in Mumbai - Intern at AIRESQ** [May '25 – Jul '25]
 - Prepared large-scale geospatial datasets for 45 catchments across Mumbai using QGIS by mapping 20,000+ manholes as nodes and creating corresponding shapefiles for urban flood modeling in MIKE+.
 - Automated pipeline layout generation using a custom QGIS-Python algorithm that mapped flow connectivity between nodes, cutting manual design efforts by 80% and improving spatial accuracy
 - Structured and validated hydraulic attributes (ground/invert levels, pipe geometry, material type) for each node and pipeline, enabling accurate flood simulation and scalable integration into modeling systems.

TECHNICAL SKILLS

- **Programming Languages:** Python, HTML, Latex
- **Software:** QGIS, MIKE+, AutoCAD, MS Office, HEC-RAS, HEC-HMS
- **Frameworks & Tools:** n8n, VS Code, Streamlit (dashboards), Hugging Face
- **ML Libraries:** NumPy, Pandas, Matplotlib, Scikit-learn, NetworkX

POSITIONS OF RESPONSIBILITY

- **Organiser, Hallabol Sports Fest, IITGN** [Jan '23 - Feb '23]
 - Organized Hallabol, a major sports event at IIT Gandhinagar, involving extensive participation from students and faculty. Demonstrated leadership and organizational skills in ensuring the success of the event.
- **Organiser, Population, Resources and Resilience Conference, IITGN** [Jun '25]
 - Coordinated academic symposium involving students, researchers, and invited speakers, managing event logistics and outreach.
 - Assisted in organizing panel discussions on sustainability and resource management, ensuring smooth session flow and participant engagement.