



## EDUCATION

Year	Degree/Exam	Institute	CGPA/Marks
2026	B.TECH	IIT Kharagpur	8.13 / 10
2022	TSBIE	Sri Chaitanya Junior College	97.5%
2020	CBSE	Shivaji Vidya Peeth High School	95.2%

## INTERNSHIPS

**Strategy and Business Expansion Intern | Ultraviolette Automotive | Bangalore, Karnataka** **May 2024 - Jul 2024**

*Objective: To generate data insights to inform Ultraviolette Automotive's future product development, marketing strategies and Market Expansion*

- Conducted market research to identify factors that influence customers' consideration set, resulting in a **15% growth** in target market understanding
- Evaluated sales data** of all major competitors over the past three years to uncover **trends and patterns** to guide the company's **operational decisions**
- Assayed India's electric motorcycle market by location, pinpointing high-potential cities for expansion, leading to a **50% increase in market presence**
- Carried out a comprehensive analysis of top-selling electric motorcycles in Europe, resulting in a **20% improvement** in Ultraviolette's product-market fit
- Leveraged market research to define optimal pricing strategies and product specs for the Europe launch, leading to a **30% increase in perceived value**

**Business and Pitchdeck Intern | RenewHeat | Kharagpur, West Bengal** **May 2024 - Jul 2024**

*Objective: To conduct indepth market research and design a pitch deck to secure funding for the startup to upscale it's operations*

- Performed in-depth market research on the Thrift industry, uncovering a **\$4.9K million** business opportunity globally for an online thrifting marketplace
- Exploited the research insights to develop a **compelling pitch deck** to secure funding for the identified thrifting business opportunity as a startup

## PROJECTS

**Operations Optimization Project | Kakinada Seaports Limited | Kakinada, Andhra Pradesh** **Nov 2023 - Jan 2024**

*Objective: To develop a tracking system for trucks carrying Cargo to enhance transparency of cargo movement within the seaport premises*

- Secured the COO of Kakinada Seaport as a client and conducted an on-site analysis of incoming cargo logistics, identifying 3 cargo monitoring issues
- Designed a Cargo truck **tracking system** for Kakinada Seaport, addressing blind spots, leading to **50% improvement in real-time cargo visibility**
- Deployed a machine learning model to track individual truck timings at Kakinada Seaport, resulting in a **30% reduction** in average truck **turnaround time**
- Ensured seamless **integration of the tracking system** and machine learning model to track the timings and route so that anomalies can be detected

**GTM Strategy Project | Falhari | Gurgaon, Haryana** **Mar 2023 - Jun 2023**

*Objective: To conduct market analysis for the market of Fasting related foods segment to provide actionable insights for the GTM strategy to enter the Market*

- Utilized market research to identify an optimal product line for the intermittent fasting-related foods market, targeting a **15% increase** in revenue
- Analyzed **consumer trends** and preferences, providing actionable insights that helped shape product development and develop **marketing strategies**
- Identified optimal distribution channels to increase Market reach and product accessibility resulting in a potential **200% increase in purchase locations**
- Devised a data-driven pricing strategy for Falhari's fasting-related product line achieving a **5% gross margin** and the prices being market competitive

## POSITIONS OF RESPONSIBILITY

**Executive Director( Global Coordinator ) | 180 Degrees Consulting, IIT Kharagpur** **Nov 2022 - Present**

*180 Degrees Consulting is the world's largest university-based consultancy for socially concious organisations*

- Handled **6** projects worth **INR 300K+ in FY 2023 - 24(Highest ever in the organization)**, marking a **500% revenue increase** from the previous year
- Organized Bi-weekly **product workshop** sessions from mentors from **Microsoft**, garnering 700+ Registrations and achieving an **NPS of 4.3/5**
- Headed the **client onboarding** of NutriOrg and Patil Kaki, FMCG brands with **revenues over 7Cr PA** and did the client onboarding for Kakinada Seaport
- Worked with Clients** such as founders Falhari, NutriOrg Organic, Vegies, and the COO of Kakinada DeepSea Port, guiding a batch of over 20 consultant
- Administrated bi-weekly knowledge sessions on **Client Negotiation, Consulting Frameworks and Supply chain management** to an audience of over 50

**Member | TeamKART Motorsports, IIT Kharagpur** **Nov 2023 - Mar 2024**

*TeamKART IITKGP is a student-led formula race car design and competition team from IIT Kharagpur*

- Developed a comprehensive Solidworks model of a **one-cylinder, four-stroke engine**, including assembly integration, and **simulation of engine cycles**
- Conducted a detailed **static structural analysis** of a Formula Student car's rocker arm using Ansys, showing expertise in **finite element analysis (FEA)**
- Meticulously prepared metal tubes for a **Formula Student car chassis**, executing precise **cutting and grinding techniques** to ensure structural integrity

**Secretary Alumni Affairs | Acharya Jagadish Chandra Bose Hall, IIT Kharagpur** **Oct 2023 - Present**

*Spearheaded the team of 16 member student secretary council to assist the General Secretaries in managing the functioning of Ac. JCB Hall of Residence*

- Orchestrated the **successful graduation ceremony** and alumni welcome event, crafting invitation formats and **leading alumni communications**
- Anchored farewell event**, managing flow, designing mementos, photoframes and creating a memorable experience for 60 graduating seniors

## SKILLS AND EXPERTISE

**Software:** Solidworks| MS Excel| MS Powerpoint| Canva| Arduino IDE

**Skills:** Market Research| Business Strategy| GTM Strategy

## COURSEWORK INFORMATION

**Mathematics:** Transform Calculus| Advanced Calculus| Linear Algebra| Complex analysis| Probability and Statistics

**Core:** Mechanics of Solids| Dynamics| Basic Engineering Mechanics| Introduction to Basic Manufacturing Processes| Thermo-Fluid Science

**Other relevant Courses:** Programming and Data Structures| Operations Research| Economics| Introduction to Engineering Entrepreneurship| DIY Lab

## EXTRA CURRICULAR ACTIVITIES

**Social Service:** Participated in the campus cleaning drive as part of NSO Health and Fitness Team| Volunteered in the Disaster Management workshop