

KUNAAL JOSHI

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Education

National Institute of Technology Karnataka, Surathkal

December 2021 - June 2025

Bachelor of Technology in Chemical Engineering with Minor in Economics

Karnataka, India

Current CGPA : 7.15

Vendantha PU College

June 2019 - May 2021

Class XII

Karnataka, India

Department of Pre-University Education, Karnataka Aggregate 90.33 %

Work Experience

180 Degrees Consulting NITK

May 2023 - Present

Growth Coordinator

Karnataka, India

- Raised over **\$2000** through participation in events, sponsorships and collaborating with clients
- Spearheaded the client acquisition process for the APAC region and successfully **converted 5 overseas leads**
- Organized consulting style case competition that had a footfall of over **1300** and participation from **30+ universities**

Pay-3

August 2023 - Present

Product Management Intern

Karnataka, India

- Incharge of making the log-in process smoother by making the account recovery process more efficient
- Conducting Benchmarking various login mechanisms and testing their efficiency by using automated testing processes

Projects

Go-to-Market Strategy

February 2023 - May 2023

Project Manager

180 Degrees Consulting NITK

- Led a team of **8 consultants** to assist a client from South Africa in crafting a go-to-market strategy
- Conducted market analysis using **porter's five forces** framework and helped build a go to market strategy
- Assisted in raising **\$1.5 million** in investments and grants by drafting pitch decks and creating a data base of investors

Portfolio Management Theory

December 2022 - February 2023

Executive Member

Institution of Engineers NITK

- Developed a model to build an **optimal diversified portfolio** using machine learning and **modern portfolio theory**
- Used **KNN** and **LSTM** machine learning models to cluster stocks and predict future prices of stocks
- Implemented Modern portfolio theory to determine an optimised and diversified portfolio with a **CAGR of 20%**

Impact Assessment

September 2022 - November 2022

Junior Consultant

180 Degrees Consulting NITK

- Set up an Impact Assessment system using the **OECD DAC** and the **LFA** Frameworks for a non profit
- Suggested relevant changes in the organisational structure to ensure effective implementation of the system

Position of Responsibility

United Nations Millennium Fellowship

August 2023 - Present

Campus Director

Karnataka, India

- Heading a cohort of over **30 people**, selected among **44,000+** applicants with a selection rate of 9%
- Designated as the **Emerging Technologist for the year 2023** for using technology to create impact
- Working on a project aiming to promote economic growth by making capital accessible to small business owners

Institution of Engineers NITK

May 2023 - Present

Outreach Coordinator

Karnataka, India

- Responsible for collaborated with guest speakers and alumni for events conducted by Institution of Engineers
- Successfully executed and managed the entire operational life cycle of more than five events within a one-year timeframe

Career Development Centre NITK

June 2023 - Present

Internship Coordinator

Karnataka, India

- Carrying out for analysis on company and student data using excel and SQL to assist the CDC
- Involved in strategising and executing innovative campaigns to enhance our social media presence of the Institute

Interests

- Cricket, Geo Politics, Stock Trading, Boxing and philosophy