

**HARSHIL JAIN**Course : **B.E. (Hons.)**, Chemical Engineering, 2022

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CGPA : 6.95



| COURSE | INSTITUTE/COLLEGE | BOARD/UNIVERSITY | SCORE | YEAR |
|-----------|----------------------------|------------------|---------|------|
| CLASS XII | Shiv Jyoti International | CBSE | 90.2 % | 2018 |
| CLASS X | Aditya Birla Public School | CBSE | 10 CGPA | 2016 |

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| Subjects / Electives | Fundamentals of Finance and Accounting, Derivative Risk Management, Financial Management, Principles of Economics |
| Technical Proficiency | Advanced Excel, PostgreSQL, Tableau, Python, R Programming, Figma, Product Management, Management Consulting |

| INTERNSHIP/ WORK EXPERIENCE | |
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| Management Consultant, Zinnov Management Consulting Project 1: American publicly traded, Fortune 100 multinational conglomerate <ul style="list-style-type: none"> Developed strategic business plans, industry analysis, and market sizing on 8+ innovation ideas. Adeptly interacted with India Strategy Lead and Product Director on various use cases to be presented to global leadership. Conducted primary and secondary research, arbitrated POCs and VOCs with 50+ EPCs, O&Ms to validate ideas & draw meaningful insights. Project 2: Latin America's largest integrated retailer and financial service conglomerate <ul style="list-style-type: none"> Formulated go-to-market strategy for acquiring start-ups in the domain of Loyalty and Rewards Technologies and Cryptocurrency. Analyzed 10000+ start-ups to provide insights on future trends, funding and acquisitions. Project 3: Indian non-governmental trade association and advocacy group <ul style="list-style-type: none"> Conducted analysis of emerging technologies & market disruption trends in the Indian start-up ecosystem. Made syndicated market intelligence reports and automated research methods to draw insights from 20k+ start-ups, boosting the efficiency by 30%. | Jul 2021 - Present |
| Product and Growth Intern, Gamepe Technologies (tamasha.live) <ul style="list-style-type: none"> Established data analytics practice from scratch by providing expertise in analysing and visualising data. Developed a business strategy focusing on new features, app layout, marketing strategy by understanding customer pain points. Suggested measures to improve the User Experience resulting in increase in engagement by ~25%. Increased the weekly retention of active users by ~15%, while reducing the CAC by ~20% with the use of Cohort Analysis. Maintained several MIS reports, Dashboards, Visualisations which helped the start-up raise 2nd round of funding. | Apr 2021 - Jun 2021 |
| Research Intern, GMR Varalakshmi Foundation <ul style="list-style-type: none"> Worked on COVID-19 awareness program for unprivileged students, workers and villagers. Created several Infographics and decks to create awareness in Anganbadi and Government Schools. | May 2020 - Jun 2020 |
| Consulting and Research Intern, UltraTech Cement Limited <ul style="list-style-type: none"> Root Cause Analysis for high Turnover Time (TAT) in dispatching Wagons and Trucks. Used historical data comprising of manpower management, machine downtime and infrastructure to analyse and visualise the problem statement. Developed an Action Plan which decreased the TAT by 3 hours, saving around 6.75 lakhs in penalty per month. | Mar 2020 - May 2020 |

| POSITION OF RESPONSIBILITY | |
|--|---------------------|
| Chief Coordinator - Department of Backstage and Infrastructure Management <ul style="list-style-type: none"> Responsible for management of the production and infrastructure of the cultural, technical and sports fests with budgets of around 1 Cr in total. Led a team of 50 members and coordinated with over 300 members of the organizing committee ranging over 20 departments. Negotiated with Production House and Vendors with budgets ranging from 20 lakhs to 30 lakhs. | May 2020 - May 2021 |

| PROJECTS AND CERTIFICATIONS | |
|--|--|
| Personal Projects - Product, Growth, Strategy, Data Analytics <ul style="list-style-type: none"> MediScale - Formulated a start-up idea - B2B Healthcare software used to procure medicines along the value chain. Titanic Shipwreck - Exploratory Data Analysis : Using Python libraries (Panda, Numpy, Matplotlib, Seaborn) Wine and Wealth - Statistics and Regression: Hypothesis Testing and Logistic Regression on R-Studio Certifications - Python, SQL, Advanced Excel, Consultancy <ul style="list-style-type: none"> Data Analysis with Python- Zero to Pandas (Jovian.ai): DA using Pandas, Seaborn, Matplotlib Managing Big Data with SQL (Coursera): Data Retrieval and automation Business Metrics for Data-Driven Companies (Coursera): KPI creation and Business Analytics Mastering Data Analysis in Excel (Coursera): Pivots, Macros and VBA Case Ace- Complete+ (Case Ace): National and International case solutions and key frameworks. | Jan 2020 - Oct 2021 Mediscale Product Deck Titanic Notebook Link |

| AWARDS AND ACHIEVEMENTS | |
|---|---|
| 180DC Consulting - BITS Goa Consultathon 2.0 <ul style="list-style-type: none"> Ranked 1st nationally amongst 107 teams in the Consulting Bootcamp cum Case Challenge. Worked on 3 Product and Business cases for startups in the domain of Entertainment, Edtech and SCM & Logistics. | Aug, 2021 Case Deck Drive Link |
| PM School Weekend Challenge - Runner Up <ul style="list-style-type: none"> Designed premium app features from scratch including the User Flow, App Layout, Success Metrics with integrated referral program. The formulated Business plan and proposed strategy was recognized by the Co-founder of Blusmart Mobility. | Jun, 2021 Case Deck Drive Link |
| Education Scholarship - Aditya Birla Group <ul style="list-style-type: none"> Recipient of merit-based scholarship of Rs 30,000 per annum for past 5 years from Aditya Birla Group. | Jun, 2020 |