

Asmit Raj

Roll Number: 112117010

B.Tech – Metallurgical and Materials Engineering

National Institute of Technology

Tiruchirappalli, India

Gender: Male

Date of Birth: 05/09/2000

Email: asmitraj.kushwaha@gmail.com

Contact: +91-8957686354



Educational Qualification:

Year	Degree/Examination	Institution/Board	CGPA/Percentage
2017-Present	B.Tech - MME	NIT, Trichy	6.63
2017	Class XII	DALIMSS SCHOOL, CBSE, VNS	70.0%
2015	Class X	DALIMSS SCHOOL, CBSE, VNS	8.6

Internship Experience:

Product Management Intern at AllinCall Research & Solutions, Mumbai

(Sep 2020 - Oct 2020)

- Lead the Project for Clients like Kotak Securities (KSec Live Chat) & Bajaj Alliance, working closely with development team and stakeholders to implement new features in the product (AI Chat Bot) and the development of the same.
- Managed the tech product development process (UI/UX Enhancements) from conception through design, build, release analysis and iteration.
- Created and maintained the solution vision, roadmap, and backlog of work in order to reflect stakeholder's requirements.

Operations Management and Marketing Internship at Furvis, Varanasi:

(June 2020 – July 2020)

- Pioneered the operations team of **Furvis**, a home services-based startup operational in Varanasi by coordinating with the Marketing and Development Team.
- Planned the **go-to** market strategy by analyzing the prepared data set with Operations Team.
- Prepared a data set on the Population, Size, Target customers and Unorganized Blue-Collar potential of Varanasi

Business Development Intern at Acelot Innovation Private Limited, Gurugram:

(April 2020 - May 2020)

- Engaged with Business Development team and Generated Leads through video conferencing, tele calling, e-mail Campaign & Social media platform.
- Was assigned with and completed "Campus to corporate Employability" project where I contacted with director, dean and placement cell of various Universities and Colleges.

Marketing & Operations Intern at Abhiprerana ATE World Talk, IIT BHU Varanasi:

(Dec 2019 - Jan 2020)

- Responsible to make business to business deal to sponsor the company's event and promote the company in and around the University.
- Managed operations process, planning and strategy for the upcoming events with Microsoft Access.
- Generated revenue (Funding) for the company in a short duration of time.

On- Semester Research Internship at Indian Institute of Management, Trichy: (Aug 2019 - Mar 2020)

- Worked as Research assistant to write an article on the topic: Condition of Rural Cooperatives after Demonetization in India.
- Prepared a Data / Methodology sheet for framing the article and find out the purpose from all the relevant past articles.

Projects:

On field Project, Sub-Operations - Work Population Classification of Varanasi:

Researched, studied and prepared a report on the population of different areas of Varanasi that were classified broadly under Brown Collar, Blue Collar and White Collar. Research was carried out on foot, traversing various Government offices like Municipal Corporation, MNREGA office, Labor Welfare Department, Public Works Department.

Predicting Stock Prices of Various Stocks using Machine Learning Algorithms:

Applied various Machine Learning algorithms on daily stock prices of various companies from 2018-2019 as training study. Studied the trend and predicted their monthly price for the year 2020.

Analyzing Market Attractiveness Using Creatly:

Used Creatly as a business tool to customize the project template and implement Creatly's features, understood the strategic business Market Attractiveness and Utilize Porter's 5 Forces analysis to evaluate the ease of entry to business sectors. Also, determined & analyzed the power of suppliers, bargaining power of buyers & threat of new entrants in the business/ service sector.

Technical Skills and Certifications:

- Programming Languages : Python, SQL
- Other Software : Microsoft Word, PowerPoint, Excel, Access
- Certifications : Machine Learning (Coursera - Stanford University)
Programming with Python, Basics of SQL (Sololearn)
Google Analytics Beginner, Advanced
Introduction to Marketing (Coursera - University of Pennsylvania)

Extra Co-Curricular Activities / Sports:

- National level in-line Speed Skater, Represented Uttar Pradesh and Tamil Nadu at National Level Championship.
- Trichy District Fastest Speed Skater.
- Sports Scholarship funded by Mahendra Singh Dhoni
- Violinist

Positions of Responsibility:

- **Co-Ordinator, Social Responsibility Team, Festember:**
Responsible for conducting events at NGOs on a non-profit scale for Festember, the annual cultural festival of NIT Trichy.
- **Team Manager, Vijaydeep Foundation, Varanasi:**
Conducted several events for education for the less privileged kids from the donations collected from public welfare of India and France.
- **Match Official, Varanasi District Skating Association, Uttar Pradesh:**
Officiated and trained over 1500 athletes/skaters for multiple tournaments at District Level.