RAGHAV KUMAR JHA

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SUMMARY

I am a results-driven MBA candidate with a strong foundation in data analysis, product management, and leadership. During my internship at Heritage Foods Limited, I leveraged machine learning and data visualization to optimize sales strategies. As President of IIM Nagpur Toastmasters Club, I led 15+ events and managed key stakeholders, enhancing my leadership and communication skills. With a background in Computer Science Engineering, I am proficient in software development, Agile methodologies, and data-driven decision-making. I am passionate about AI, data analytics, and using technology to drive business growth

EXPERIENCE

Summer Intern

Heritage Foods Limited   📅 04/2024 - 05/2024   📍 Hyderabad, India

A leading food processing company

- Analyzed customer billing patterns of 10,000+ customers across 10+ channels to identify potential sales opportunities
- Performed data pre-processing on 18+ months of historical sales data, ensuring high-quality insights and accurate analysis
- Conducted Market Basket Analysis using ML algorithms and Data Mining, identifying 25+ key product associations
- Identified range selling opportunities for 35+ products and 600+ SKUs, significantly boosting the sales strategy
- Architected a real-time recommendation system for sales representatives to up-sell and cross-sell products effectively
- Developed Power BI dashboards to visualize data from 5+ markets and 75+ sales offices, recommending assortments
- Segmented customers using K-Means clustering, analyzing 10+ features to improve and enhance targeting strategies
- Facilitated team in forecasting curd sales using SPSS and Python with 90%+ accuracy, enhancing inventory management

Full Stack Web Developer

Polestar Solutions   📅 06/2023 - 07/2023   📍 Noida, India

A company specializing in data analytics and software solutions

- Spearheaded full-stack web development, proficiently delivering comprehensive solutions with expertise and precision
- Led 3 projects, prioritizing tasks effectively to exceed client expectations and delivered within deadlines
- Managed cross-functional team, fostering collaboration among 5+ developers, testers, and data engineers/visualizers
- Achieved quality results within tight schedules, mastering project management for successful project outcomes

SKILLS

Agile   Data Mining   IBM SPSS Statistics   Python

MERN Stack   Microsoft Power BI   ML Algorithms   Kanban

Scrum

CERTIFICATION

Machine Learning and Automation

Successfully completed Machine Learning and Automation program of 60 hours with A grade

Product Management

Learned Customer Development, user personas, Product Lifecycle, Agile, software development, and AARRR & HEART frameworks

EDUCATION

MBA

Indian Institute of Management Nagpur

CGPA **3.38** / 4.33

📅 07/2023 - 05/2025
📍 Nagpur, India

B. Tech - CSE

Govind Ballabh Pant Government Engineering College

Percentage **83.1** / 100

📅 07/2018 - 05/2022
📍 Delhi, India

Class XII - CBSE

Ramjas School, New Delhi

Percentage **90.1** / 100

📅 05/2016 - 05/2018
📍 Delhi, India

Class X - CBSE

Ramjas School, New Delhi

Percentage **93.1** / 100

📅 05/2014 - 05/2016
📍 Delhi, India

POSITIONS OF RESPONSIBILITY

President - IIM Nagpur Toastmasters

📅 03/2024 - 03/2025   📍 Nagpur, India

- Elected President of IIM Nagpur Toastmasters Club
- Organized 15+ events, including 'Roastmasters', involving 200+ students, showcasing teamwork and organizational skills
- Managed internal and external stakeholders, fulfilling the role of the club's liaison with Area and Division Directors
- Led a 35+ member official Anchoring team at IIM Nagpur, ensuring smooth and successful event execution
- Fostered team cohesion through promoting open communication, active listening, and effective conflict resolution
- Strategized to personalize member experiences, achieving a 20% satisfaction increase and 18% reduction in cancellations

Executive Member College Web Team

📅 02/2019 - 05/2022   📍 Delhi, India

- Spearheaded the development and maintenance of the G B Pant Govt Engineering College's website
- Designed user-friendly website that aligned with the college's vision and mission, enhancing user experience
- Implemented robust security protocols to safeguard user data and privacy, ensuring a secure environment for visitors
- Collaborated with various departments and stakeholders to cater to diverse needs and deliver effective web solutions
- Ensured regular updates and accurate content management for academic programs, events, and news dissemination