

JAI PRAKASH KUMAR

Final Year Undergraduate	Major: Economics	Minor: Mathematics & Computing
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ACADEMIC PROFILE		
Degree/Exam	Institute	CGPA/%
Integrated (B.Sc.+M.Sc.)	Indian Institute of Technology Kharagpur	8.10/10
AISSCE (CBSE Class XII)	Star International School, Ranchi	88.6%
AISSCE (CBSE Class X)	St. Xavier's High School, Deoghar	10/10

CERTIFICATIONS		
Chartered Financial Analyst (CFA) Level 1 Cleared (90%ile) CFA Institute		
Equity Investments Financial Statement Analysis Fixed Income Derivatives Portfolio Management Alternative Investments Economics		
Financial Risk Manager (FRM) Part 1 Cleared (Top 25%) GARP		
Quantitative Analysis Financial Markets & Products Valuation and Risk Models Foundations of Risk Management; Top quartile score in all topics		

PROFESSIONAL EXPERIENCE		
Titan Capital Investment Analyst		June '24 - December '24
Venture Capital, Pre-Seed and Seed Stage Family Fund of Kunal Bahl and Rohit Bansal, Founders of Snapdeal Ticket Size \$300K - \$500K		
Collaborate with founders to source AI & SaaS startups, performing due diligence to evaluate market potential, financials, & investment opportunities		
Developed extensive tech investment thesis by analyzing 100+ early-stage startups, focusing on key trends & high-potential investment opportunities		
Led multiple investment deals & successfully concluded an investment in an AI-powered lead intelligence startup, enhancing portfolio diversification		
Indian Institute of Management (IIM) Mumbai, erstwhile NITIE Mumbai Research Associate		January '23 - May '24
Worked with Prof. Manoj Tiwari, Director of IIM Mumbai, in developing & executing strategies for strengthening industry-academic partnerships		
Managed key industry partnerships for the institute, securing collaborative projects with Fortune 500 companies like P&G, Dalmia, Cipla, and Merck		
Spearheaded the successful completion of 8 strategic projects, closely aligning them with the business objectives and optimizing resource utilization		
Executed data science and optimization projects for top global firms, delivering transformative solutions & articulating compelling, actionable insights		

AdYogi Data Analyst		May '24 - July '24
Interned as a Data Consultant, focused on optimizing ad spend to maximize ROI Supervisor : Mr. Sriram Subramanian, Associate Director		
Leveraged BigQuery to manage, process, & analyze large datasets, developed and deployed unsupervised ML models, achieving optimized ad spend		
Utilized ML algorithms like GMM to cluster products, generating features for homepage display, upsell recommendations and best-seller highlights		
Boosted ROAS by 30% for two e-commerce clients by deploying targeted ad strategies and cutting ad spend on underperforming products by 50%		

Procter & Gamble Data Consultant Supply Chain and Operations		May '23 - July '23
Industry Project in association with IIM Mumbai Supervisor: Mr. Ashutosh Singh, R&D Section Head, Packaging & Process Technology, India		
Streamlined production and packaging workflows by uncovering inefficiencies and cutting delays caused by excessive holding times between stages		
Proposed various targeted strategies to reduce holding times, resulting in a 15% increase in packaging efficiency, enhancing overall production speed		
Achieved up to 10% cost savings by reducing package overfill , lowering operational expenses, minimizing repackaging costs, and reducing wastage		

Kishori Capital Ltd. Credit Risk Analyst		November '22 - December '22
Worked as a Credit Risk Analyst, leveraging Machine Learning to build credit risk models, enhance Feature Engineering, and address Data Imbalance		
Built a Credit Score Card by applying Machine Learning Algorithms like Logistic Regression and Random Forest after extensive Feature Engineering		
Identified & extracted Key Performing Indicators using Feature Importance Techniques like Information Value on 50+ Features after Data Exploration		
Enhanced F1 score by 26% and Recall Value by 34% by handling high data Imbalance using Imbalance Algorithms like SMOTE, SMOTEEN, and NearMiss		

IIT Kharagpur Dynamic Portfolio Rebalancing Master's Thesis Project Prof. Jitendra Mahakud		July '24 - November '24
Developed an Algorithm to Select and Build portfolios dynamically with Machine Learning frameworks of Clustering and Classification on NIFTY50		
Implemented Gaussian Mixture Model to cluster 50 stocks into 11 clusters & Random Forest to identify stocks with highest price increment probability		
Achieved an annualized CAGR of 27.3% with a Sharpe Ratio of 1.89 , a Calmar Ratio of 3.16 , a Sortino Ratio of 3.05 with Max-drawdown less than 10%		

PUBLICATION/CONFERENCE		
Conference on Emerging Trends in Business Analytics & Management Sciences 57th Annual Convention of ORSI		December '24
Title: Sales Forecasting for Products with Low Historical Data and Intermittent Demand		
International Conference on Industrial Engineering & Analytics (ICONIEA) 2024 Springer Published		February '24
Title: Optimizing Packaging Efficiency in the Fast-Moving Consumer Goods (FMCG) Industry		

POSITIONS OF RESPONSIBILITY		
Co-Founder Kharagpur Investment Group IIT Kharagpur		April '22 - Present
Established & led a dynamic team of 30+ bright individuals, driving strategic planning, impactful decision-making, & proactive relationship-building		
Launched the first-ever student run-fund in an IIT with an initial fund size of \$3,000 , using fundamental and technical screening to generate Alphas		
General Secretary Sports & Games Rajendra Prasad Hall of Residence IIT Kharagpur		August '22 - May '23
Elected by an electorate of 850+ students as a part of council, efficiently handling budget of INR 900K and leading a team of 14 captains & 8 secretaries		
Led 2 Gold & 5 Bronze trophy victories in Inter Hall General Championship; significantly increased participation by organizing 4 Intra Hall Sports event		
Editor Awaaz Campus Media Body IIT Kharagpur		July '23 - May '24
Led a 4-tier team of over 70 students, managed socially-driven event Panch Parmeshwar, & initiated new columns including YAAA & OffBeat Careers		
Published over 100 articles and investigate reports regularly on FB , Medium, and in a monthly newsletter, reaching over 40K+ avid readers globally		

EXTRA CURRICULAR ACTIVITIES		
Sports: Successfully completed & excelled in comprehensive, two-year cricket course conducted by National Sports Organization (NSO), IIT Kharagpur		
Social: Nominated by the Dean of Student Affairs to mentor 4 freshmen as part of the Student Welfare Group, IIT KGP, for the academic year 2022-23		
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