

Karan Arya

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EDUCATION

Indian Institute of Technology (Banaras Hindu University), Varanasi, B.Tech + M.Tech 2013-2018
• GPA: 9.32/10. Rank: 2. Major: Pharmaceutical Engineering. 5-year Integrated Dual Degree (B.Tech + M.Tech)

WORK EXPERIENCE

McKinsey & Company, Analyst Jan 2020-Present

- Developed assets and solution-based approaches to better estimate the business potential and increase margins
- Helped deliver rapid corporate turnarounds and unlock major efficiency gains through organizational restructuring for a major revenue recovery software solutions company
- Provided insights on the COVID-19 situation and implications for Medicaid managed care organizations to help decision-makers consider next best actions to resolve the current economic crisis
- Assessed the market size, opportunity and readiness for a product launch of a pioneer in biotechnology

Wolters Kluwer, Data Scientist I Dec 2018-Dec 2019

- Developed a full-fledged Apache Spark model to manage the intricacies of big data and achieved 10x improved performance and 34x time efficiency
- Interacted with stakeholders to present insights on pricing and timeline strategies of recommendation system.
- Designed an AI-powered solution using machine learning called as Bill Analyzer
- Delivered a project on keyword extraction and presented the overall workflow and architecture to the leadership.
- Managed the development of a micro-model using Bag of Words Classifier for binary classification
- Organized training sessions on Statistics and Machine Learning for the new incoming colleagues
- Led and mentored a team to work on POC model development and its relevant customizations for project delivery

Purdue University, Research Assistant Aug 2018-Nov 2018

- Joined as a PhD candidate focusing on the applications of machine learning in Chemistry but dropped out due to father's critical health condition

University of Cambridge, Informatics Intern May 2017-July 2017

- Analyzed the targets of novel Afro-cancer compounds

University of Würzburg, DAAD (German Academic Exchange) Intern May 2016-July 2016

- Optimized iClick reactions using analytics on compounds, structures, solvents and reaction types

Treebo Hotels, Business Analytics Intern May 2015-July 2015

- Interacted with clients as part of the business development team and contributed to sales inventory analytics

SKILLS AND COURSES

- **Business:** Strategy, Problem Solving, Entrepreneurial drive, Teamwork, Communication, Accountability, Leadership, Presentation
- **Analytics:** Excel, Tableau basics, NLP, Machine Learning, Statistics
- **Programming:** Python, Spark, SQL
- **Courses:** Strategic Management, Cost and Economics in Strategy, Market and Competition in Pricing, Business Applications of AI, Mergers and Acquisitions

AWARDS & ACCOMPLISHMENTS

- GRE Score: 328/340. TOEFL Score: 112/120
- Recipient of the PhD Ross Fellowship at Purdue University (USA) and DAAD WISE Scholarship (Germany)
- Secured the IIT Merit-cum-Means Scholarship from the Govt. of India, HDFC Bank Scholarship, BHEL FAEA and GATE Fellowship
- Held the position of Marketing Head and Scientific Coordinator at the annual festival of IIT BHU Varanasi

SOCIAL IMPACT

- Worked as a Content Contributor, Knowledge Associate and Assistant Outreach Manager to ensure the procurement of quality educational content for underprivileged children as a part of Scholars for Change Campaign, IIM Ahmedabad
- Led the largest blood donation campaign at the annual festival of IIT BHU Varanasi in Uttar Pradesh
- Awarded US \$5000 by Govt. of India to develop a preliminary diagnosis prototype based on patient's symptoms