

EDUCATION

2016	Indian Institute of Technology (BHU), Varanasi B. Tech in Ceramic Engineering, CGPA: 7.68
2012	Dreamland Hr Sec School, Bilaspur CGBSE 12th, 85.20%
2010	Jawahar Navodaya Vidyalaya, Bilaspur CBSE 10th, CGPA: 9.8

SKILLS AND INTERESTS

- **Key Skills:** Project Management, Business Analytics, and Operations & Management
- **Technical Skills:** MS Office, SQL , R (basics), Google Analytics

EXPERIENCE

May'17 – July'18	Assistant Manager – OYO <ul style="list-style-type: none">▪ Performed in depth business analysis to improve key metrics of the Inbound & Outbound Sales Business (Monthly Revenue > 200 Mn)▪ Successfully implemented Process Improvement & Expansion, Product Enhancement projects resulting in 6X revenue growth (in Outbound Sales Channel) in 12 months▪ Built multi-level Metric Performance Dashboards to track key business metrics
July'16 - April'17	Consultant - Indian Political Action Committee (I-PAC) <ul style="list-style-type: none">▪ Managed on-ground campaigns by building and leading teams to achieve maximum public outreach in Punjab & UP▪ Designed innovative public outreach and engagement campaigns, with complete turn- around of election campaigning across Punjab & UP▪ Performed data analysis of past elections and executed social media outreach campaigns

INTERNSHIP

May - June, 2015	General Management Trainee - The Elitists <ul style="list-style-type: none">▪ Performed Qualitative Business Research, Analysis and Executive Talent Mapping for Business Development
May - June, 2014	Summer Trainee - Indian Institute of Management, Ahmedabad <ul style="list-style-type: none">▪ Organized 'Scholars for Change' Campaign across India focussed on creating an electronic library of educational videos for underprivileged students

STARTUP

July'13 - April'14	Core Team Member - Internlelo <ul style="list-style-type: none">▪ Responsible for Market Research, Content Curation and Team Expansion
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ACHIEVEMENTS AND ACTIVITIES

- Volunteered at 'Kashi Utkarsh', for cause of Education, Health and Hygiene in slum areas of Varanasi
- Marketing Head - NGO Association and Co-ordinator - Informal Events at Technex
- Selected as a Yatri for Jagriti Yatra (2014)
- Secured 3rd position in Stock Market Competition organized by Dalal Street
- Awarded consolation prize in Case Study Competition organized by IMS Varanasi