

MAHIP DEORA

(847)-245-4245 | mahip.deora@gmail.com

EDUCATION

University of Illinois at Urbana-Champaign

Class of 2022

Bachelor of Science in Computer Engineering with Minor in Business

GPA: 3.43/4.0

Key Courses: Data Structures, Digital Systems Laboratory, Digital Signal Processing, Linear Algebra, Intro to Accounting, Computer Systems Engineering, Probability with Engineering Applications. Currently Enrolled – AI and Data Science Engineering.

EXPERIENCE

IBM Corp.

Chicago, IL

Technical Solution Specialist Intern (Pre-Sales Engineering)

June 2020 – August 2020

- Part of storage and public sector sales, contributed to client interactions and sale processes during active opportunities
- Re-engineered public sector reporting process, by incorporating agile and cloud-based tools, saving 40 hours a month
- Created a dashboard to visualization revenue using Python, Dash, and pyplot, to make recommendations to executives
- Built a community outreach chatbot in Watson assistant and Python to assist IBM's Emb(race) marketing efforts

Illinois Business Consulting

Champaign, IL

Project Manager

January 2020 – Present

- Managed a team of 7 to create a marketing strategy for a Midwest based Fin-Tech company
- Analyzed the impact that small business lenders have on their community through data analytics and primary research
- Provided a strategy on how the client can leverage their technology to support their customers during COVID-19

Consultant

August 2019 – January 2020

- Worked with a team to create a market entry strategy through extensive research for a government research group
- Researched the market characteristics for the cybersecurity and education sector, and market entry opportunities
- Led a team to define a pricing strategy by conducting primary research and competitor analysis for the product segment

Engineering Council Leadership Committee

Champaign, IL

Outreach and Professional Development Director

August 2019 – Present

- Sourced guest speaker Arvind Krishna (IBM CEO), and organized the event with a total turnout of over 600+ students
- Secured \$10,000+ in funding for events through outreaching and relationship building with corporate partners
- Developed a professional development program for 100+ engineering freshman to prepare them for career-based events

Filify 3D (A 3D printing startup)

Champaign, IL

Business Development Internship

January 2019 – August 2019

- Led a group to conduct B2C and B2B market research (primary and secondary) in the 3D printing industry
- Worked with a team to create and execute a business plan, pitch deck, financial models, and marketing plan

PERSONAL PROJECTS

Finance Analyzer

- Created a Python program that gathers financial data/events, and checks correlation between a stock price and news
- Devised a web scraping program for news articles and conversation post from popular financial discussion boards
- Integrated a sentimental analysis API to rank articles/tweets as positive or negative to check the impact on a stock price

Linux Kernel operating system (ECE391 final project)

- Implemented core OS functionality, such as virtual memory and hardware interrupts in a group of 4
- Created a EXT2-based read only filesystem, real time clock, and keyboard device driver systems
- Integrated 10 user system calls, with support to concurrently run up to 6 system call processes on 3 terminals

Sport Supplement Bottle and Mixer Provisional Patent (Application # 62320507 and EFS ID 25445991)

- Defined a product concept, and developed a 3D print of prototype, allows athletes to add or switch supplements
- Filled Provisional patent and drafted a final application for interchangeable sport bottle cartridge system

ADDITIONAL – SKILLS and INTEREST

Programming Languages: C, C++, Python, JavaScript, React

Certification: IBM Applied Data Science, IBM Data Analysis, IBM Agile Explorer, and IBM Enterprise Design Thinking

Interests: Project Management, Artificial Intelligence, Entrepreneurship, Marketing, Swimming, Hiking, Golf, Watches