

ACADEMIC PROFILE

B. Tech (Hons.) in Mechanical Engineering	Indian Institute of Technology Kharagpur	8.32/10.00	2015
<ul style="list-style-type: none">Cleared Chartered Financial Analyst (CFA) Level I, CFA Institute, USA (Dec. '16)Published Research Paper: Reconstruction of internal heat source using Heat Flux Sensor and Bayesian Inference Technique (S. Chakraborty, M. Pani, P. K. Das), Proceeding of 23rd National and 1st International ISHMTASTEF Heat and Mass Transfer Conf., Dec'15			

WORK EXPERIENCE

Product Manager Drip Capital - Mumbai	Jul'18 – Present
<ul style="list-style-type: none"><i>Drip Capital is a US-based trade finance startup backed by top tier investors Accel, Sequoia, Wing, and Y Combinator.</i><i>Being an early hire, I've worked on projects in multiple capacities that have helped define and enhance the core business strategy</i>	
Product Manager -	Dec'18 - Present
<ul style="list-style-type: none">Leading planning & implementation of product roadmap for Drip's core internal product to make processes fast & globally scalableWorking closely with engineering team & key business stakeholders across verticals to develop & execute a cohesive product strategyDeveloped a platform to capture cash inward and outward flow through the accounting and finance operations workflowDesigning workflows and planning development sprints to automate internal underwriting and to simplify operations	
Manager – Special Projects, Founder's Office -	Jul'18 – Dec'18
<ul style="list-style-type: none">Worked closely with the Founders on successfully completing diligence and storyboarding for Series B investment pitchDefined total addressable market for the company, refined growth projections & brainstormed on strategies for exponential growthAligned definition of Analytics metrics across tech & business teams & created dashboards, enabling dynamic tracking of performance	
Associate Essex Lake Group - Gurgaon/New York	Jul'15 – Jul'18
<ul style="list-style-type: none"><i>Providing hypotheses-driven analysis & on-site counsel on strategic transformation projects to Fortune 100 financial services firms</i><i>Recognized as a top performer in the firm & received the highest rating in yearly evaluation 2017, promoted from Business Analyst</i>	
Key Projects –	
Customer Satisfaction improvement through improved Teller workforce management	
<ul style="list-style-type: none">Evaluated use-case for resource sharing among branches, set-up 'pooled resource hiring' by creating distance-based branch clustersDevised recruiting design for hiring ahead of teller attrition by formulating a teller attrition forecast model using time-series analysisDeveloped objective metric to quantify likelihood of customers experiencing queues at teller stations in time intervals across a dayDefined analytical framework for an executive BI tool to provide visibility into teller operations affecting ~USD 9 bn expense volume	
Resource allocation and optimization – Personal & Private Banking	
<ul style="list-style-type: none">Developed capacity planning analytical model with ability to forecast multiple volume scenarios & delivered ~USD 40 mm savingsGuided analysts to develop a productivity tracking model for assessing performance of 18K+ bankers by measuring banking activity	
Recoveries improvement for consumer credit card portfolio	
<ul style="list-style-type: none">Assessed scope for utilization of alternate payment channels across several key financial, risk and operational categoriesDetermined relevant industry metrics to accurately rationalize agency performance & provide granular visibility to management	
Expense reduction for wealth management business of one of the largest banks in Canada	
<ul style="list-style-type: none">Conducted workforce rationalization and eliminated structural inefficiencies leading to savings opportunity of ~ CAD 13 mmDevised target span of control for multiple managerial roles across layers to optimize manager to staff ratio	

INTERNSHIPS

Supply Chain Intern ITC Limited (Bangalore)	May '14 – Jul '14
Strategized factory layout design for manufacturing ITC's maiden chocolate brand	
<ul style="list-style-type: none">Designed optimized CAD layouts for total built-up area of 8000 sq. m & determined optimal utilities arrangement within plant setupEnhanced production area by introducing multi-level mezzanine layout, incorporated scope for future expansion	
Projects Intern Tata Motors Ltd. (Pune)	May '13 – Jun '13
Evaluated major technologies incorporated in automobile engines to abide by BS & EURO emission norms	
<ul style="list-style-type: none">Developed a live working demonstration model to facilitate training on EGR valves used in Tata Motors' commercial vehicles	

LEADERSHIP AND TEAMWORK

Head – Administration and Events , University Robotics Club IIT Kharagpur	Apr '14 – May '15
Led a 3 tier team of 33 members to design and organize 6 events in the university technical fest, with 2000+ cumulative footfall	
<ul style="list-style-type: none">Conceptualized autonomous robotics events 'Tremors' & 'Lumos', a light following robotics event (first of its kind in India)Spearheaded out-of-campus publicity of robotics events across colleges in India through a team of 50 Campus Ambassadors	
Robotics & AI Students Group IIT Kharagpur	Apr '13 – May'14
Revamped course structure used for learning robotics by introducing hands-on sessions leading to 40% YoY increase in participation	
<ul style="list-style-type: none">Secured university funding worth ₹ 7.5 M for 2 projects on Swarm Robotics and Quadrotor under a 'Dream-a-Bot' initiative	

EXTRA CURRICULAR ACTIVITIES

Case Study	<ul style="list-style-type: none">Drafted 2 gold-winning case studies for annual championship at IIT Kharagpur
Robotics Workshops	<ul style="list-style-type: none">Addressed gatherings of 2000+ enthusiasts in technical workshops at Durgapur, Kolkata & HyderabadOrganized robotics exhibitions at BITM - Kolkata & Ranchi; media releases in The Hindu, TOI & Telegraph