

Suprathik Narendra

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EDUCATION

- **Manipal Institute Of Technology**, B.Tech in Computer Science Cybersecurity CGPA: 8.78/10
- **Vidya Mandir IND PU College**, 12th — board %age: 94/100
- **Carmel High School**, 10th — board %age: 90/100

WORK EXPERIENCE & PROJECTS

Founder's Office | Purezen

July 2025 – Sept 2025

- Boosted repeat purchase rate by **30%** by automating RFM and geo-targeted campaigns in Shopify Flow and ZOKO.
- Lifted Average Order Value (AOV) by **18%** by automating bundle cross-sell campaigns to single-product buyers.
- Reduced manual segmentation effort by **95%** by engineering a dynamic customer tagging system in Shopify, **ensuring secure handling and segmentation of customer data.**
- Developed a GTM playbook for key Tier 1 & Tier 2 cities by creating user personas, and tailored product positioning.

Ather Case Analysis | Manipal Institute of Technology

Jan 2025 – Mar 2025

- Conducted a **cross-functional financial analysis** using **machine learning** to devise strategic responses to the 2022 reduction in government subsidies, improving operational efficiency, profits, and cash flow.
- Developed financial models, reconciling ~4-6% forecasted losses with actual financial by analyzing balance sheets and implementing models for forecasting.
- Communicated complex financial insights to stakeholders with **PowerBI** and **Tableau**, providing them with actionable recommendations for optimization based on SWOT analysis and financial performance in a comprehensive case study.

Web Vulnerability Scanner | Manipal Institute of Technology

Sept 2025 – Oct 2025

- **Engineered** a Python-based web vulnerability scanner with **recursive crawling and input fuzzing**, capable of automatically discovering and testing for **OWASP Top 10 issues** such as SQL Injection, Cross-Site Scripting (XSS), and sensitive file exposure.
- **Developed** a professional **command-line interface** using **argparse** and an **HTML reporting system** that produces timestamped, color-coded vulnerability summaries categorized by severity for fast technical and managerial analysis.
- **Validated** scanner accuracy by constructing a **custom Flask-based intentionally vulnerable application**, ensuring **100% detection** of known flaws and verifying the tool's practical reliability.
- **Optimized** scanning stability and performance by integrating **robust exception handling**, **duplicate link tracking**, and **timeout controls**, enabling uninterrupted large-scale scans on complex web structures.

SaaS Profitability Pricing | Manipal Institute of Technology

May 2024 – July 2024

- Identified **pricing metrics** to render SaaS companies profitable implementing **logistic regression** and **ensemble modelling** across **three cohorts** based on subscriber count.
- Developed a **3C analytical pipeline** to diagnose under-profitability and recommended modifications for SaaS companies.
- **Observed 43%** increase in Annual Recurring Revenue observed across cohorts through forecasts
- **~Observed a 5%** decrease in overall **churn rate**, and **~4%** increase in **LTV** adopting pricing changes suggested by our models.

SKILLS

- Python – Machine Learning, Computer Vision, SQL; MS-Office Suite; Figma, Prompt Engineering, Product Design, Product Development. C,C++ - Data Structures and Algorithms, Design and Analysis of Algorithms, Computer Networks, Code Optimisation; Advanced Shopify.
- **Cybersecurity**: Application Security (AppSec), Vulnerability Analysis, Threat Modelling, OWASP Top 10, Secure Coding Practices, Risk Assessment, Python (Scapy, Requests).

POSITIONS OF RESPONSIBILITY

- **Head of Social Media**, NULL-OWASP Chapter, Manipal Institute of Technology.
- **Head of Marketing**, Nele Foundation.