



# RAHEEL GANDHI

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## EDUCATION

UNIVERSITY OF  
MARYLAND, UMBC  
2016

MASTERS OF SCIENCE IN ENGINEERING MANAGEMENT, CGPA – 4.0

*Coursework Undertaken:* • Project Management • Business Strategy Management  
• Decision and Risk Analysis • Financial Management • Data Analytics • Innovation Technology  
and Entrepreneurship • Management, Leadership and Communication

RGIT 2012

BACHELORS OD SCIENCE IN MECHANICAL ENGINEERING, CGPA – 3.6

## EXPERIENCE

GOODLIFE  
EDUCATION PVT.  
LTD.  
2014

BUSINESS OPERATIONS AND DEVELOPMENT EXECUTIVE

- Expanded business operations to **boost revenue by 15x** that at the time of joining
- Managed service operations such as resource procurement, project oversight, ensuring delivery, follow on sales, maintaining quality of service
- Developed client relationships with academic leaders and sold educational services
- Lead a team to provide services to over 1000 students in 6 months

ROYAL CHEMISTS  
2013 - 2014

ASSISTANT GENERAL MANAGER

- Expanded supply chain to increase buyer bargaining power against suppliers and **increase profit margins KPI by 3%** while also increasing stock turnover efficiency
- Managed international client servicing across 7 countries to increase revenue
- Used Tableau to analyze and manage over 15000 unique items to improve inventory management, increase profit, reduce storage cost and optimize seasonality of products
- Provided accounting support and maintained daily ledgers

## PROJECTS

DATA ANALYTICS  
PROJECT  
2015

PREDICTIVE LOGISTIC REGRESSION MODEL FOR DIABETES

Designed, compared and validated regression models in R using various modeling and validating methods to minimize errors and predict with **77% accuracy** the probability of a patient suffering from diabetes based on 5 health parameters.

BUSINESS STRATEGY  
ANALYSIS  
2015

BUSINESS STRATEGY ALTERNATIVE FOR SONY

Developed a new business strategy for Sony Mobile Division based on various analyses, namely finances, competitors, global markets, customers, industry environment as well as Sony's internal strength and weaknesses.

FINANCIAL  
MANAGEMENT  
ANALYSIS REPORT  
2015

FINANCIAL ANALYSIS OF ALIBABA GROUP HOLDING INC.

Analyzed quantitatively the financial statements of the company using key financial ratios and the annual 10K report to empirically and qualitatively deduce the company's short and long-term health as well as its investability quotient.

## TECHNICAL KNOWLEDGE AND SKILLS

PLATFORMS

- R-Studio • Tableau • SQLite • MS-Project • Microsoft Office Suite (Word, Excel, PowerPoint)
- Adobe Suite (Photoshop, After Effects, InDesign)

LANGUAGES

- C • C++ • Python • SQL • R

ANALYTICAL TOOLS

- Tableau • R • Microsoft Excel (Macros and VBA) • SQL

## HONORS AND LEADERSHIP



PHI KAPPA PHI HONOR SOCIETY,  
2016

GRADUATE STUDENT SENATE MEMBER

Contributed to campus wide policy and budget updates in association with the Dean.



GOLDEN KEY INTERNATIONAL  
HONOR SOCIETY,  
2016

EKTA GSO, CULTURAL SECRETARY

Planned and organised events and represented over 200 Indians in graduate school.