PRAKHAR JAIN

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EDUCATION

Baruch College, Zicklin School of Business | New York, NY | *MS in Business Analytics (STEM)* | Current GPA: 3.5   *May 2024*
- *Courses*: Programming for Analytics, Database Management, Managerial Statistics

Devi Ahilya Vishwavidyalaya University | Indore, India | *Bachelor of Business Administration* | GPA: 3.8   *Jun 2019*
- *Courses*: Financial Accounting, Financial Management, Economics

RELEVANT PROJECTS

Sales Insights of Atliq Hardware | [Tools Used: MySQL • Tableau]
- Derived insights to discover the revenue breakdown on various parameters like geographical region, time period, etc. to discover the products and areas contributing to decreasing sales.
- Utilized SQL to perform Data cleaning and to derive sales insights related to the sales performance.
- Connected the MySQL database to Tableau and created interactive Tableau Dashboards to visualize and analyze the sales insights of a company.

Web Scraping and Data Analysis of crypto currency data from Coingecko | [Tools Used: Python]
- Used Beautiful Soup library of Python to Web Scrap the information of 1000 cryptocurrencies and historical price data of bitcoin from coingecko.com.
- Cleaned the data and performed data analysis using Pandas, Matplotlib, and seaborn libraries of Python.
- Created a crypto index consisting top 30 cryptocurrencies by market capitalization to estimate the overall market sentiment.

EXPERIENCE

Wealth Wisdom India (Private Equity Firm) | Indore, India | *Research Analyst*   *Dec 2020 – May 2022*
- Researched and analyzed the financial and non-financial data of various private companies across sectors such as technology, finance, etc.
- Created research reports of unlisted companies valued at more than $100 million, many of which resulted in successful investments.
- Built financial models to forecast performances and calculated the intrinsic value of the company to evaluate the potential return on investments.
- Maintained databases of various unlisted, delisted, and pre-IPO companies.
- Monitored the performance of existing portfolio companies and provided ongoing support to ensure that they are meeting their financial targets.
- Trained one associate and helped in ensuring the quality of work.

Shubham Medical Agencies | Khargone, India | *Relationship Manager*   *Aug 2019 – Nov 2020*
- Increased sales of company by 30% in a year using discount pricing and partner marketing strategy.
- Performed business analysis on sales data to gain various insights on product demand and customer priorities.
- Handled client complaints and resolved issues.
- Strengthened relationships with existing clients and acquired new customers.
- Managed operations including inventory control, order processing, and cash conversion cycle; maximized revenues through efficient staffing, labor cost controls, and product promotions.

LEADERSHIP & VOLUNTEER ACTIVITIES

Graduate Beta Alpha Psi, Baruch College | New York, NY | *Vice President*   *Sep 2022 – Present*
- Planned and executed various club events; Collaborated with other student clubs like Data Science Club for various initiatives.
- Managed budgeting of events and recruited new club members.

Student Union, School of Commerce | Indore, India | *Vice President*   *Sep 2016 – Oct 2017*
- Organized various events and campaigns; Directed the meetings; Advocated for inclusivity and equity.
- Served as a medium between students and college administration for holistic decision making regarding various student affairs.

SKILLS

Technical: MySQL, Python, Tableau, Advanced Excel (Pivot Tables, formulas), PowerPoint, Outlook, MS Access, A/B Testing.
Soft Skills: Problem-Solving, Interpersonal skills, Adaptability, Attention to detail, Collaboration.
Languages: Fluent in English and Hindi