



Pranab Baro
Mechanical Engineering
Indian Institute of Technology Bombay

22B2224
B.Tech.
Gender: Male
DOB: 10/11/2004

Examination	University	Institute	Year	CPI / %
Graduation	IIT Bombay	IIT Bombay	2026	7.96

PROFESSIONAL EXPERIENCE

SMFG Grihashakti Business Planning & Analyst [Jul'25 – Aug'25]	<i>Received a Letter of Recommendation from Senior Manager for exceptional performance and contribution</i> <ul style="list-style-type: none">Worked on preparing 5-year financial forecasts by analyzing historical data & market trends to aid planningAnalyzed 7+ NBFC peers' P&L, loan processes, identifying USPs, suggesting 4+ ways to reduce expensesAnalyzed NBFC–bank differences and calculated 2+ years role-wise headcount span of control for planningRestructured financial worksheets for clarity and collaborated with CFO on competitor decks for meetings
Oficio Cloud Software Market Research [Aug'25]	<i>Received a Letter of Recommendation from Director of startup for exceptional performance and value contribution</i> <ul style="list-style-type: none">Analyzed 10 years of South Korean SMB market data, uncovering ~10% YoY growth trends to support expansionEvaluated 5+ years of Korean ccTLD (.kr) adoption, mapping a 25%+ increase in domain base to forecast growthBenchmarked 15+ registrars on pricing, shelf space and TLD rankings, identifying 10–15% pricing optimization
KRUTANIC Financial Analyst [May'24 - Jul'24]	<i>Received a Letter of Recommendation from my team leader for exceptional performance and value contribution</i> <ul style="list-style-type: none">Optimized 5+ stock portfolio via MPT & efficient frontier, raising Sharpe ratio and backtested returns by 12%Performed valuations using DCF and DDM models, uncovering key 10–15% market mispricing opportunitiesCreated detailed valuation and forecasting reports 1.5× faster, enabling quicker adaptation to market changes

POSITION OF RESPONSIBILITY

Marketing Manager AAVHAN [Aug'24 - May'25]	<i>Asia's one of the largest college sports festival Budget: INR 10M+ Footfall:25K+ Participation:5k+ Colleges:350</i> <ul style="list-style-type: none">Secured 20+ brand partnerships, including Cipla, SBI and Decathlon boosting Asia's largest college sports festivalLed 80+ coordinators to organize IITB Half Marathon, India's first carbon-neutral marathon with 5,000+ runnersOrganized Cipla-sponsored case study contest on topic Inhaler Stigma with ₹30K prize, engaging 200+ teamsConducted free Cipla Breathefree Lung Tests & consultations for 3,000+ runners, promoting respiratory health
Sports Secretary Hostel 9 [May'23 - Apr'24]	<ul style="list-style-type: none">Served as primary sports contact for 400+ students, addressing issues and organizing sports events efficientlyOrganized intra-hostel sports tournament with player auctions and managed 5+ sports events successfullySpearheaded 10+ sports activities, significantly elevating hostel to 3rd place in the Inter-Hostel ChampionshipManaged 30+ sports equipment items, renewing broken inventory and overseeing a ₹5 lakh+ sports budget

KEY PROJECTS

Vendor Performance Analysis [May'25 - Jun'25]	<i>Data Science and Analytics Summer of Science Maths and Physics Club, IIT Bombay</i> <ul style="list-style-type: none">Performed EDA on 10M+ records using Python & SQL, streamlining workflows and cutting processing time by 40%Evaluated 9K+ vendors across 5+ metrics, shortlisted top vendors, identified pricing gaps across 95+ brandsAnalyzed sales data to identify high-margin vendors and flag low performers, improving accuracy by 30%Optimized inventory management via vendor analysis, achieving 15% faster turnover and improved fill rate
Financial Platform Strategy [Aug'23 - Nov'23]	<i>Desai Sethi School of Entrepreneurship Course Project ENT 603 Guide: Prof.Anu Narasimhan</i> <ul style="list-style-type: none">Led a team of 6 to build a financial education platform, addressing 3 key literacy gaps and targeting 0.4B TAMValidated demand via 40+ interviews and gathered 100+ surveys, revealing 65% lacked basic financial skillsDesigned financial model & marketing plan targeting 100K+ users, projecting 1 Cr revenue & 33% net margin
Credit Default Detection Self-Project [Jan'25 - Feb'25]	<i>Issued by IBM Developer Skills Network Self Project Data Analytics & Visualization Cognitive Classes</i> <ul style="list-style-type: none">Improved early detection of high-risk customers by 15%, helping mitigate potential financial losses through credit risk analysisEnhanced model reliability with 88% accuracy, cutting missed defaults by 18% and strengthening risk detectionStreamlined reporting with a Tableau dashboard, reducing analysis time by 40% and enabling faster decisions

EXTRACURRICULARS

Sports	<ul style="list-style-type: none">Secured 1st place in the Table Tennis GC tournamentAchieved 1st place in the Triathlon race during GCSecured 3rd place in Biathlon Marathon Race at IITB	<ul style="list-style-type: none">Part of Pre Inter-IIT Football Camp teamClinched 1st place in the Football in intra-hostelEarned 1st place in Basketball Plutofiesta
Miscellaneous	<ul style="list-style-type: none">Participated in Cipla Case Study CompetitionSecured 1st in Sanskrit Shlok, 2nd in Hindi poetry	<ul style="list-style-type: none">Represented Hostel 9 in Fine Arts in GCParticipated in BMC competition by E-Cell IITB
Certifications	<ul style="list-style-type: none">Successfully completed Google Foundations of Digital Marketing and E-commerce certification on CourseraCompleted Deloitte Australia's Data Analytics Job Simulation, using Tableau to build interactive dashboards	
Technical Skills	Python, SQL, Tableau, Advance Excel, Latex, MATLAB, C program, AutoCAD Fusion 360, Figma, Blender	