Raina Doshi

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EDUCATION

2021 - 2022   **London Business School, London, United Kingdom**
Reading for Masters in Analytics and Management
Student Ambassador for the Masters in Analytics and Management Program at London Business School
Member of the Impact Consulting Club and Women in Business Club

2016 - 2020   **Manipal Institute of Technology, Manipal, India**
Bachelor of Technology in Computer Science Engineering, Minor in Business Management | GPA: 9.52 / 10
Certificate for Academic Excellence for securing 9.5+ GPA for five semesters with highest grades in
Financial Management, Engineering Economics, Essentials of Management and Engineering Mathematics

Academic Projects
- Intern Management System- Created a database management system using SQL as backend, Java for front end for consolidating data and easy search of results
- Conversion of HTML Files– Extracted text between the tags of HTML files and stored the contents using data structures in C language

Certifications
- Financial Accounting: Foundations & Understanding Financial Statements by University of Illinois
- Foundation of Marketing Analytics – ESSEC Business School
- Data Science Math Skills – Duke University
- Finance for Non-Financial Professionals, Effective Problem-Solving and Decision, High-Impact Business Writing, Essentials of Entrepreneurship by University of California, Irvine
- Introduction to Personal Branding by University of Virginia

BUSINESS EXPERIENCE

2020 - 2021   **DELL TECHNOLOGIES, Bangalore, India**
Business Intelligence Analyst
- Implemented multi-lingual text analytics techniques for identifying cities as 'Digital City' opportunities, thereby boosting sales by ~ 5% in each quarter globally
- Built a novel dashboard using Microsoft Excel to visualize trends and forecast customer satisfaction values for 50+ stakeholders of the Tech Support Teams of America, Europe and Asia-Pacific regions
- Designed a simulator to calculate the impact of changing inputs on business metrics by leveraging machine learning technologies improving business health score by ~10 points per quarter

2020   **Winter Intern (4 months)**
- Collaborated at Dell Global Analytics as the youngest employee in the global Data Science team, supporting the sales, operations and marketing of the Asia-Pacific region
- Designed a prototype dashboard in Microsoft PowerBI to act as a one stop shop for the Tech Support Team executives for tracking time to close complains and case resolution rates

2019   **ERNST & YOUNG, Mumbai, India**
Risk Management Intern (2 months)
- Compiled risk management quantitative models using quarterly data, to estimate default probabilities of borrowers saving the manual effort by 20 hours per week
- Researched in-depth about BASEL ratios and formulated detailed reports on steps to be taken by Indian banks to comply with BASEL III norms

2018   **LADDERUP WEALTH MANAGEMENT, Mumbai, India**
Wealth Management & Investment Advisory Firm
Summer Intern (2 months)
- Analyzed mutual funds' performance to gauge appetite for risk and ability to outperform peers by consolidating unstructured data over past 10 years using R
- Streamlined portfolio management routines by customizing it to clients' quarterly reporting requirements using Microsoft Excel and Ladderup Knowledge Tool
- Devised methods for performance evaluation of top 5 large equity funds versus the top 10 holdings over a 5-year period, identifying key takeaways to improve overall investing strategies

2017   **INTELLECT DESIGN ARENA, Mumbai, India**
Financial Technology for Banking, Insurance and other Financial Services
Software Developer Intern (2 months)
- Programmed a search engine using Java, to conduct quick retrieval of documents in sub millisecond speeds decreasing average wait time for the users
- Created a web platform by linking the software to a graphical user interface where clients can search and view desired results for tracking investments

2016   **AMBAB INFOTECH, Mumbai, India**
Consumer Internet and Mobility Technology Company
Web Design Intern (2 months)
- Designed wireframes of websites using graphic design tools and developed their web versions using programming languages like HTML and CSS
- Learned design standards, professional color palettes and created website templates using Adobe Photoshop for clients

2018   **LAUGHGURU, Mumbai, India**
E-Learning: EdTech Startup
Marketing and Sales Intern (2 months)
- Showcased our online learning platform to parents, demonstrated key features and facilitated sales
- Led demonstrations in client meetings, clarified questions and increased quarterly sales revenue

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ADDITIONAL INFORMATION

- **Leadership**:
    - *Category Head Graphics & Social Media*: Led a team of 40 volunteers to create attractive content for social media handles of the cultural fest of the college (Revels 2019) and supervised the team of 20 graphic designers for the technical fest (TechTatva 2018)
    - Fostered the *'OneManipal'* initiative as a Student Mentor, helping juniors grow professionally and sharing experiences of job applications, interview preparation and elective selection
    - *Head of Graphics – The Photography Club, Manipal*- Headed the Graphics Department of the largest media body of Manipal and led a team to design tags, certificates, t-shirts and banners for external sponsors and club members
    - Co-founded *'B-Schools for Change'* to mentor graduate students for competitive examinations, interviews and college applications and donating funds to COVID relief organizations

- **Social Impact**:
    - Currently working at *Impact Consulting* as a pro-bono consultant to layout the strategy for a BioTech start-up in Vienna, Austria
    - Served as a volunteer teacher at *Shelter Don Bosco* to help underprivileged children with school homework and build foundations in math, science and computers

- **Interests**:
    - Mountaineering- Successfully climbed to the Everest Base Camp in Nepal (18000 feet) and Brahmatal Summit in India (Garhwal Range of Greater Himalayas -15000 feet)
    - Indian Classical Music- Trained as a vocalist and pianist for traditional Hindustani ragas
    - Graphic design enthusiast, exploring the visual form of communication from photography and videography to digital art

- **Technical Skills**: Proficient in R, VBA Macros, SQL, Java and C++
- **Languages**: Fluent- English; native- Hindi, Gujarati