

## Raina Doshi

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### EDUCATION

- 2021 - 2022**     **London Business School, London, United Kingdom**  
Reading for Masters in Analytics and Management
- 2016 - 2020**     **Manipal Institute of Technology, Manipal, India**  
B.Tech Computer Science Engineering, Minor in Business Management  
GPA: 9.52 / 10, Certificate of Academic Excellence for five semesters

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### BUSINESS EXPERIENCE

- 2020 - 2021**     **DELL TECHNOLOGIES, Bangalore, India**  
**2020 - 2021**     **Business Intelligence Analyst**
- Built a novel dashboard to visualize trends and forecast values of key performance indices for Tech Support Team of North America to monitor the health of the business and customer satisfaction daily
  - Designed a simulator to calculate the outcome of changing inputs on business metrics leveraging machine learning technologies enabling teams to create multiple mock situations
  - Implemented multilingual text mining techniques for categorizing 'Digital City' opportunities, thereby boosting sales by at least 5% in each quarter globally
- 2020**     **Winter Intern (4 months)**
- Collaborated at Dell Global Analytics as a part of the global Data Science team spread across five cross functional departments supporting the sales, operations and marketing of the Asia-Pacific region
  - Designed a prototype dashboard in Microsoft Excel using VBA Macros to act as a one stop shop for the Tech Support Team executives for tracking time to close cases and resolution rates
  - Represented college as a Campus Ambassador at Dell, connecting students to new upcoming opportunities, spreading awareness and conducting information sessions
- 2019**     **ERNST & YOUNG, Mumbai, India**  
**Risk Management Intern (2 months)**
- Compiled risk management quantitative models to estimate default probabilities of borrowers saving the manual effort by 20 hours per week
  - 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)**
- Surveyed mutual funds' performance to gauge appetite for risk and ability to outperform peers by consolidating unstructured data over past 10 years from multiple sources
  - 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
- 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 from thousands of documents in the backend
  - Linked the backend search engine to a graphical user interface to view the matching results seamlessly

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### ADDITIONAL INFORMATION

- **Entrepreneurship:** Co-founded B-Schools for Change for mentoring graduate students for competitive examinations, interviews and college applications and donating funds to COVID relief organizations
- **Leadership:** Fostered the OneManipal initiative as a student mentor helping juniors grow professionally and sharing experiences of job applications, interview preparation and elective selection
- **Volunteering:** Served at Shelter Don Bosco as a teaching volunteer and helped underprivileged children with school homework and build foundations for math and science through practical demonstrations
- **Technical Skills:** Proficient in R, Python, SQL, Java and C++
- **Achievements:** Trekked upto Everest Base Camp at an altitude of 18000 feet
- **Interests:** Passionate about graphic designing, photography and video editing and led The Photography Club, Manipal as the Head of Graphics, and supervised a team of 20 budding designers
- **Languages:** Fluent- English; native- Hindi, Gujarati and Marathi