

ABHISHEK SHARMA

Business Strategist - IIT Kanpur Graduate

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Education

Indian Institute of Technology, Kanpur

Bachelor of Technology in Chemical Engineering

July 2017 – July 2021

Kanpur, Uttar Pradesh

Professional Experience

Vedanta Limited

July 2021 – Present

Business Strategist - Head Coal

Jharsuguda, Odisha

- Developing forecasting models using **ML and AI** for power purchase and auction prices to make strategies accordingly
- Performed secondary market research, extensive data analysis of Coal and Power Markets in India.
- Developed PowerBI reports and dashboards with forecasting uncovering previously unknown facts and trends
- Schemed out Business plans using insights derived as one of the basis **pertaining to 5000 cr yearly spend**
- Recognized as Vedanta's Innovation Icon for Quarter II-FY22** and rated as **Exceptional** for the work done

Lead Quality Assurance - Vedanta's Integrated Group Commercial and Marketing (IGCM)

Mumbai, Maharashtra

- Worked as a **quality consultant** directly with the **C-suite management** across all of Vedanta's Business Units
- Chartered the Group Product Benchmarking with the objective to improve the quality of finished goods across the group
- Defined the Scope of Work, gantt charts, identified relevant technical parameters for products across Vedanta's BUs
- Identified potential Business Partners, was responsible for internal and external stakeholder management
- Improved customer satisfaction across the group through customer complaints analysis, **25% decline** in complaints seen
- Conducted market research, import and export analysis and research for new product development

International Experience

Tomsk Polytechnic University - Russia | Mentor: Dr. Sergey Axyonov

December 2019 - January 2020

- Developed a robust solution to determine objects such as buildings, trees, roads using aerial images from satellites
- Used **ENET** and **hybridized clustering algorithms** to achieve **95% accuracy** and inference speed close to real-time
- Received **Letter of Recommendation** for the excellent work done. Deployment on mobile devices done by team

Community Welfare and Society

PrakrAiti | Self Initiative with support of Corporate Social Responsibility, Vedanta

April 2022- Present

- Developed and chartered the project aimed to provide **smart solution to crop disease detection using ML and AI**
- Partnered with **District Administration** and **KVK scientists** for dataset generation and image annotation
- Estimated impact to 3,00,000 farmers in Jharsuguda**, plan to expand to whole state if successful

Volunteer | Corporate Social Responsibility, Vedanta

July 2021- Present

- Volunteered in digital education initiative teaching physics, maths to under privileged school children of class 8th to 12th
- Volunteered in raising HIV-AIDS awareness, fire safety and water borne diseases campaigns in surrounding villages
- Awarded for volunteering consistently in rural development and educating the underprivileged

Key Projects

Particle Tracking | Mentor: Prof. Sharma H., IIT Kanpur

May 2019 - May 2020

- Developed a mobile and efficient solution to **track molecular motion** for catalysis and reaction monitoring of reactant
- Used Python, NumPy and **computer vision** libraries to track the molecules in the video recorded using microscope
- Achieved 95% accuracy in tracking, publication in progress** incorporating the work done

Data Science Intern | KPIT Technologies, Pune, Maharashtra

May 2020 - July 2020

- Worked with OBD-II data to develop an intelligent solution for oil change in conventional automotive
- Achieved 97% accuracy** on test dataset using XGBOOST, due to confidentiality clauses, project dropped

COVID-19 Modeling | Mentor: Prof. Sharma H., IIT Kanpur

July 2020 - December 2020

- Aimed to gain insights of spread of COVID-19 across India and the effect of different strategies, using SIR modeling

Extracurricular

Lead Guitarist | Ved Euphony (Music Club)

July 2021 - Present

Physics Instructor - IIT-JEE | Remotely taught Class 11th and 12th pupil for JEE

December 2020 - Present

Senior Executive - DJ War | Antaragini, IIT Kanpur (Cultural Festival)

2018

Winner - Photography events | Galaxy (Intra College Competition)

2018 & 2019

Team Member - Photography Club | Inter IIT Cultural Meet, Roorkee

2018

Winner - Astronomy events | Takneek (Intra College Competition)

2018