**sabhya sanchi**
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| Examination | University | Institute | Year | CPI / % |
|---|---|---|---|---|
| Graduation | IIT Bombay | IIT Bombay | 2023 | 8.19 |

- Pursuing **Minor** degree in **Management** at Shailesh J. Mehta School of Management

## INTERNSHIPS

**Marketing Analyst Intern | MaxedS** *Chicago, Illinois, USA*　　　　　　　　　　　　　*Aug '21 - Present*
- Work in a team of 40+ to manage **database**, **ideate & execute email campaigns** using Apollo.io, Lusha, LinkedIn
- Developed **Website**, Setup **DKIM** & **DMARC** record to provide encryption & digital signature for email verification
- Examined various clients, identified their products, problems, market segment, competitors & value chain analysis
- Got increase of **9.51** % in click-through rate, opening rate of **32.7** %, **11** % higher than average through A/B testing

**Product Management Intern | Adolescent Health Champions**, *California, USA*　　　　　*Jun '21 - Jul '21*
*Received **letter of recommendation** from the Co-founder for exemplary contribution to the project*
- Analysed and improved on an existing **mobile application** for aiding changes in health behaviours among adolescents
- Identified product gaps, engagement, analytics and feedback using **Google Analytics** and **Google Data Studio**
- Guided **pilot testing** while collecting customer needs and feedback through intense research and group discussions

## KEY PROJECTS

**Dietary Diversity Among Children | Summer UG Research Project | *Prof. S. Gaurav***　　*Jun '21 - Sep '21*
- Contributed to development of a **GIS based web platform** to bring Nutrition social & behavior changes in children
- Studied research papers on **randomization**, UI & UX to **conduct surveys**, discussions and pilot testing in future
- Collaborated with various stakeholders to smoothly implement ideas and feedback received from different users

**Org. learning assessment strategies | Research Project, SOM IITB |** *Prof. Snehal Awate*　*Dec '22 - Present*
- Extensively studied and reviewed the contemporary literature on **individual learning** and **human cognition**
- Working with the faculty on a **unified learning assessment framework** and it's automation over a given template

**Metabolomic Data Analysis | Self Project**　　　　　　　　　　　　　　　　　　　　*Nov '21 - Dec '22*
- Used Python and python libraries like **Numpy, Pandas, Matplotlib, and Scikit-learn** in the project
- Applied **feature selection techniques** & machine learning models such as **KMeans-Clustering, Logistic Regression, PCA** & **Support Vector Machine**, achieved an accuracy of 100 % for predicting labels for test samples

**Movie Recommendation System | Self Project**　　　　　　　　　　　　　　　　　　*Oct '21 - Nov '21*
- Engineered a **recommendation system**, that makes personalised movie suggestions to users based on rating history
- Implemented **KNN algorithm** as a part of **item-based collaborative filtering** to predict movie ratings

## POSITIONS OF RESPONSIBILITY

**Business Subdivision Head | Team AUV, IIT Bombay**　　　　　　　　　　　　　　　*May '20 - Present*
- Supervised and coordinated with **40+** students for **website** and **video creation** of Team AUV-IITB for RoboSub
- Conducted interviews, assisted in **selection process** and managed work distribution of the business team members
- Marketed the AUVs in **RnD** and **Tech expos** involving corporations in order to fetch support and funding
- Secured **YRP** in **IEEE** and **3rd position** in video presentation category in **RoboSub 2020** among 30+ teams

**Web Manager | AZeotropy, IIT Bombay**　　　　　　　　　　　　　　　　　　　　*Jun '21 - Present*
- Designed a user-friendly portal for registration of **300+** Campus Ambassadors from **200+** colleges all over India
- Revamped existing website using **HTML**, **CSS**, **JavaScript** for the front-end and **Django** for managing back-end
- Worked with a team of 15+ members to ideate new events and competition for **8-9 %** y-o-y increase in participation

**Convener | Aeromodelling Club**　　　　　　　　　　　　　　　　　　　　　　　*May '20 - Apr '21*
- Conceptualized and executed **20+ events** and competitions to cater to **10,000+** aeromodelling enthusiasts
- Gained hands-on experience in Aeromodelling by completing various **courses** and **projects** throughout the year
- Managed social platforms **logistics** and **financial** aspects of the club by keeping track of equipment and investments

## RELEVANT COURSES AND SKILLS

- **Courses**:　　Project & Product management, Intro to Machine learning, Corporate Strategy, Operation analysis
- **Programming:** C++, Python, HTML5, CSS, JavaScript, Django, NumPy, Pandas, Matplotlib, Google Analytics
- **Software:**　　MATLAB, SolidWorks, AutoCAD, Adobe XD, Photoshop, Illustrator, Premiere Pro, After Effects

## EXTRACURRICULAR ACTIVITIES

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|---|---|
| **NCC** | • Counselled high-school students under a **Career Counselling Campaign** conducted by NCC<br>• Attended 10 days of **Annual Training Camp** of Unit 2 Maharashtra Engineers Regiment |
| **Cultural** | • Secured **First position** in Poetry and photography competition amaong **180+ cadets** in NCC<br>• Mentored Team **Graphic Design** of **30+** members in Vision, Design Club of IIT Bombay |
| **Miscellaneous** | • Attended **Entrepreneurship Boot-Camp** by E Cell and **Winter school** at SRCC, Delhi<br>• Completed a project on **technical** and **fundamental analysis** under Finance Club IITB |