# Safal Dumre

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## EDUCATION

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|---|---|---|
| **Northwestern University** | Masters in *Computer Science and Machine Learning* | June 2022 |
| Cumulative GPA: **3.79/4.00** | Bachelor of Science in *Industrial Engineering* | June 2022 |
| | Kellogg School of Management Certificate Program in ***Managerial Analytics*** | June 2021 |

Relevant Courses: Machine Learning, Data Structures, Project Management, Corporate Finance, Human Computer Interaction, Design and Communication, Economics

Honors: Quest Bridge National College Match Scholar (6% acceptance rate)

## EXPERIENCE

*Product Management Intern* **| Instra.AI** - Chicago IL                                              August 2020- Present
- Functioned as bridge between business development, engineering, and client needs to set project deadlines and meeting agendas
- Improved computer vision machine learning algorithm accuracy by 9% to better identify medical instruments in operating room

*Machine Learning (ML) Research Assistant* **| Northwestern** - Evanston IL                          June - September 2020
- Restructured MICE algorithm to facilitate live data imputation for small quantities of streamed data in Kafka and Pulsar; improved machine-learning capabilities through efficient use of all available data (Python)
- Structured ML coursework to include new data imputation model to teach students improved data management skills

**Founder | Launch Innovation** - The Garage, Northwestern University                               April 2019 - Present
- Performed market research and competitive landscape analysis to create a MVP and pitch a business proposal, SnackShop
- Launched first phase of SnackShop and sold an average of 30 units per week, profiting over 300$ in the first month
- Awarded $500 capital to launch app development; intended to facilitate customer orders

*Business Development Intern* **| Finca Tablazo** - Desamparados, Costa Rica                        June - August 2019
- Increased profit revenues 200% by developing and implementing phased expansion of seed products into super retailers
- Initiated a rebranding based on industry trends of seed packaging to decrease cost and increase customer appeal
- Communicated with local government resulting in establishment of legal authorization for marketing of foreign seeds

*Product Development and Prototype Engineering* **| Shirley Ryan Ability Lab** - Chicago, IL        January - June 2019
- Designed and produced a working prototype enabling clients with dysphagia to drink safe metered volumes of liquid
- Conducted client interviews and background research, while maintaining a purchasing record and client communication portfolio
- Managed a project to design and create a professional photography studio, including a strategic marketing initiative
- Evaluated product alternatives using cash flow analysis to optimize studio lifetime

## PROJECTS

**Innovator | WhiteSpace: Dissuo** - Northwestern University                                         January 2020 - Present
- Prototyped Dissuo, a medical device allowing users to self-remove stitches, eliminating need for return doctor visits
- Researched market demand and interviewed 25+ healthcare professionals to improve the design and functionality
- Collaborated with PhD students and faculty to patent the device and prepare for national showcase

*Student Corporate Consultant* **|Deloitte Delivers** - Chicago, IL                                 February 2020 – August 2020
- Developed a digital scorecard to evaluate quality of corporate partnerships through statistical analysis of company data
- Analyzed Spark's current corporate partnerships and generated recommendations based on industry research and best practices

## LEADERSHIP EXPERIENCE

*Technical Project Manager* **| Institute of Electrical and Electronic** - Northwestern University    June- September 2020
- Lead a team to develop a machine learning algorithm to recommend fabrics for designers using AWS lambda and APIs
- Organize pair coding sessions, weekly meeting updates, and code reviews. Wrote product specifications and project goals

*Project Lead* **| Lend Microfinance** - Northwestern University                                     September 2018 – December 2019
- Directed and managed loan packages to jumpstart growth for new daycare business; increased total revenue by 80%
- Consulted with small business client to implement more optimal strategies, decreasing costs and improving marketing efficiency

*Kentucky Representative* **| National Youth Science Camp -** Kentucky                               June 2018 - Present
- Selected as 1 of 2 representatives (0.2% acceptance rate) to create new initiatives to promote student interest in STEM fields
- Launched program in 20+ counties increasing student enrollment in STEM courses by over 23%

## ADDITIONAL

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| **Computer:** | Python, Tableau, SQL, MATLAB, C++, R, AMPL, Excel, Word, PowerPoint, HTML,@RISK, Simio |
| **Languages:** | Advanced Spanish | Fluent Nepali |
| **Interests:** | Hiking, Camping, Cooking/Eating Nepali Dishes, Ultimate Frisbee |