Sagar Ghai

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EDUCATION

IIM Indore

Master's in Business Administration
Mar 2020 | Strategy & Analytics
GPA: 3.18/4.33

IIT Mandi

B.Tech Computer Science
May 2017 | AI & Programming
GPA: 7.83/10.0

O.S.S.S

Class XIIth, Non-Medical
Mar 2013 | Delhi, India
Percentage: 94.4%/100

LINKS

LinkedIn:// sagar-ghai
Personal:// sagarghai
Medium:// @sagarghai
Github:// sagarghai
Twitter:// @iamsagarghai

COURSEWORK

ACADEMIC

Business Models
Theory Of Constraints(TOC)
Advanced Decision Modelling
Managing HC in Projects
Logical Thinking Processes
Design Thinking
Sales and Distribution Marketing
Strategy Simulation

ONLINE

Product Management by Udemy
Business Analytics by Udacity
Digital Marketing by Udemy

SKILLS

Management and Analytics

•Excel • SQL • Analytics
• Product Planning • A/B testing
• Design Thinking• Data Mining

• Product Management • Prototyping
• Wireframing • Product Marketing

• Digital Marketing • Data Science

WORK EXPERIENCE

Kuku FM | Intern, Growth Analytics   **4 months**
May 2020 – Present | Mumbai, India
- Created **A/B** tests, planned and improved **user engagement** by **11%** on Day 0.
- Created **insight** dashboards for user growth, user engagement and communication

Udacity | Data Science Mentor and Reviewer   **12 months**
June 2019 – Present | Remote, India
- Mentor students across **Data Scientist, Business Analytics and AI** Nano degrees
- Reviewed projects requiring **Python, SQL**, Exploratory Data analysis(EDA), Visualizations and **Machine Learning**

DE Shaw and Company | Analytics intern – Investor Relations   **2 months**
Apr 2019 – May 2019 | Hyderabad, India
- Designed a solution for 1.4 million confidential investor interactions, using python, SQL & data visualization to generate insights, **~40%** improvement in analysis time
- Quantitative and qualitative analysis of **2-year strategic development goals**, 135 product requests **saving 2000 man hours**

Nucleus Software Exports Ltd | Software Engineer – Frameworks   **11 months**
Jul 2017 – Jun 2018 | Noida, India
- Designed a new product development framework to facilitate scaling from **300 to 60000** users using micro-services, Flask and NoSQL databases.
- Improved the build time by **80%** and deployment time by **60%** from previous workflow for development
- Developed **dynamic forms** that let 3rd party developers build on Nucleus platform at runtime without re-setup using Java, MySQL and jsp Servlets.

PROJECTS

Dove Precision Marketing | HUL L.I.M.E, digital marketing case competition
Aug 2019 | IIM Indore, India
- Designed **customer segmentation** into cohorts and **digital engagement strategy**
- Created **marketing communication** plan & **brand message** for each cohort

Rethinking Capital in Indian Agriculture | St. Gallen Symposium
Jan 2019 | IIM Indore, India
- Proposed an alternative **Capital** strategy for the Indian agriculture markets
- Established a root cause analysis and devised a policy strategy.

Achievements

2019	Campus Runners up	WorldQuant Championship
2019	World top 7%	Marketplace - Strategy Simulation
2019	Campus Finalist	HUL Lime, Dove Digital Precision Marketing
2018	99.27 %ile	CAT entrance exam for MBA
2013	AIR 2908	IIT JEE Advanced
2013	Rank 4/170	Class XIIth School Rank
2013	National Qualifier	Indian National Olympiad in Informatics

Positions of Responsibility

Aug 2018 – Mar 2020 | IIM Indore, India
Member | Entrepreneurship Cell
Aug 2018 – Mar 2020 | IIM Indore, India
Senior Member | i5-Summit