

Sameer Kumar

+91 85218 75545 | sameer2462001@gmail.com | [linkedin.com/in/sameer-kumar](https://www.linkedin.com/in/sameer-kumar)

EDUCATION

BITS Pilani, K.K. Birla Goa Campus

B.E. Chemical Engineering, Minor in Supply Chain Analytics and Management, CGPA 7.71

Sancoale, Goa

Nov. 2022 – Present

New Horizon Scholar's School

PCM (Physics, Chemistry, Math) and IT, Percentage: 94%

Thane, Maharashtra

May 2020 – June 2022

Delhi Public School, Greater Faridabad

SSC, Percentage: 97%

Fardiabad, Haryana

May 2018 – March 2020

WORK EXPERIENCE

CSIR, NML

Project Intern

May 2024 – July 2024

Taramani, Chennai

- Produced biodiesel from cotton seeds via **transesterification** and utilized it in flotation tests for non-coking coal, optimizing particle size and slurry creation, and comparing effectiveness with **MIBC** and **glycerol frothers**.
- Optimized** flotation conditions using the **L-9 Taguchi method** and Minitab, achieving **76.73% weight recovery** and **13.25% ash content** in test T-6, resulting in minimized ash and increased carbon purity.

The Last Vulture

Marketing Intern

March 2025 – May 2025

- Led awareness campaigns that reached **2,000+ people**, **organizing 5 workshops**, increasing **social media followers by 15%**, and helping **secure 2 new community** partnerships for wildlife conservation.

PROJECTS

HR Analytics Dashboard for Employee Retention

- Developed a **Power BI** dashboard for a **1,470-employee** organization, uncovering a **16% attrition rate** and pinpointing highest risk segments by age (26–35 years), salary (up to 5k), job role (Laboratory Technician, Sales Executive), and education field (Life Sciences), enabling targeted retention strategies.

Sales Analytics and Forecasting Dashboard

- Developed a **Power BI** dashboard using **time series analysis** to visualize and forecast sales, identify top categories (Office Supplies: 0.64M), key segments (Consumer: 48%), and regional trends, enabling data-driven sales decisions and accurate forecasting

EXTRACURRICULAR ACTIVITIES

Department of Creative Works

Head of Operations

April 2024 - April 2025

Sancoale, Goa

- As part of the Department of Creative Works at BITS Goa, contributed to the **organizing committee** for Waves, Quark, and Spree, leading creative strategy and execution for **over 20 events and workshops** annually, **engaging 10,000+** participants across three major national-level festivals
- Led a **150+ member team** as DoCW Coordinator at BITS Goa, managing creative strategy and execution for **20+ events at Waves, Quark, and Spree**, and driving seamless operations across fests with record participant engagement and positive feedback

VOLUNTEERING

PMP Student Mentor

Peer Mentorship Program, BITS Goa

August 2023 - April 2024

Sancoale, Goa

- Mentored a group of 5 first-year students** as part of the Peer Mentorship Program, offering continuous **academic support, emotional guidance**, and insights into campus life to ensure a smooth transition throughout their first year.

SKILLS

Skills: Microsoft PowerBI, Microsoft Excel, Microsoft PowerPoint, OpenLCA, anyLogistix, Python, Structured Query Language (SQL), Teamwork, Communication, Strategic Thinking, Problem-Solving