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| **PGP** | **Indian Institute of Management Visakhapatnam** (2018- 2020) CGPA: 3.03/4.00   * Secured ‘A’ grade in 7/18 subjects and attained a grade of (3.63/4) in Financial Accounting, (3.77/4) in Corporate Finance, (3.57/4) in Management Accounting, (3.75/4) in Macro Economics |
| **B. Tech** | SASTRA University (ECE, 2014-2018) CGPA: 8.13/10.00   * Recipient of **Honorary Dean’s merit scholarship** (top 3-10%) among 6000+students 2014-15 * Secured **Placement offer** from Tata Elxsi from a student pool of 1100 in 2018 |
| **School** | **Class XII – Narayana Junior College, Nellore** (BIE, AP, 2014) **97.60%**  Class X– Elena Bettini English Medium High School (BSE, AP, 2010) 9.7/10 |
| **WORK EXPERIENCE** | |
| *Apr 19- May19* National Institute for Smart Government, (NISG) Hyderabad *Summer Intern* | |
| **Strategy and Consulting** | * Created a **business model** for setting up of a Center of Excellence in **Research & Innovation for NISG** * The estimated **revenue** for this Center of Excellence on emerging technologies is of Rupees **2.5 crores** in the **first year** and has a potential to earn more than **Rupees 5 crores** in its **fifth year**. * Provided detailed **capital and operational expenditure** along with **financial projections** for next 5 years * Identified exhausted list of **current socio-economic pain points** in various functional areas. Carried out research on **emerging technologies** and performed **Problem-Technology mapping** based on application. * **Developed** a **business canvas model** by defining multiple value propositions and transformed it into a **full-fledged business plan** using **Design thinking methodology** and re-engineering techniques. * Proposed a **go to market strategy** based on the AIDA model and application 3D virtual videos. |
| *Dec 2017-May 2018* Supreme Netsoft Pvt.Ltd, Hyderabad  *Intern* | |
| **IOT & Machine Learning** | * **Spearheaded** the **automation** of the room and security using **PYTHON and IOT** technologies * **Automated** the functioning of lights and fans **- Integrated** hardware using RASPBERRY PI * **Conceptualized** and implemented a **non-intrusive** biometric system using **facial recognition** algorithm * **Achieved 99%** accuracy of face recognition using **deep learni**ng techniques in database training |
| **RESEARCH PAPERS AND PROJECTS** | |
| **Finance** | * **Analyzed** the **financial statements** of GMR Group and IRB Infrastructure and conducted Horizontal, Vertical, Trend, ratio analysis to assess and **compare** the **financial health** of the companies * Performed an analysis of the cost structure for a start-up and optimized its pricing and capital requirements * **Modeled** and **analyzed** the impact of institutional investors(Foreign &Domestic)on stock returns using R * Analyzed the **relationship** between the **money supply growth** (M3) and **inflation rate** from the year starting 2005 to 2015 in the Asian countries and validated the **Quantity theory of Money** . |
| **Analytics** | * Built a **model** to **predict** the customer churn in the telecom industry using **Logistic Regression** **using R** * Designed a **primary market survey** to gauge the consumer decision making process for pre and post purchase of two-wheelers & **analyzed** the results using **SPSS software** through various statistical methods |
| **Speech Processing** | * Presented a paper in **International conference for Communication and security**, on speech processing titled “Isolation word recognition using MFCC and Iterative Clustering technique” in March 2017 |
| **Positions of responsibility** | |
| **Leadership & Initiative** | * **Selected** as a Member of Robotics Club SASTRA (40/500+ students), SASTRA University, 2015-18 * **Organized** SANKALP – The national level Technical Symposium as a member of the Technical team * **Member of Organizing Team**, Open Learning Program (Robotics workshop) as part of RCS 2016 * Active member of **task force**, **Conflux**, Annual Business Flagship event of IIM V, 2018 |
| **AWARDS & ACHIEVEMENTS** | |
|  | * **National finalists**, Paper presentation, International Conference on Safer Mobility held at IIT Delhi, 2019 * Secured **national level 3rd** position in event Bizrupt during the Annual business Symposium of GIM 2019 * **Finalists** in Robotics competition, Rush Hour in Pragyan, National Technical Fest of NIT Trichy, 2017 |
| **OTHER EXTRACURRICULARS** | |
| **Competitio-ns** | * Represented IIM V in Throwball in Sangram, Annual sports meet of South IIM’s comprising 1200 athletes * Worked as a Virtual Social Media marketing Intern for “My Ultimate Deals Pvt Ltd” for three weeks,2017 |
| **Workshops** | * Attended **Design Thinking Clinic** by Xplora Design Skool; applied for e-Governance; assessed business model’s desirability, feasibility and viability through Reengineering & Journey mapping at NISG 2019 |