Shivasheesh Singh

MS Research
Sustainable Energy Engineering
Indian Institute of Technology Kanpur

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EDUCATION

Degree	Institute	CGPA/Percentage
MS Research(SEE)	Indian Institute of Technology, Kanpur	7.6*/10
B Tech (ME)	Lovely Professional University, Jalandhar	70.29%
Senior Secondary	National Inter College, Prayagraj	67.6%
Higher Secondary	National Inter College, Prayagraj	62.5%

PROFESSIONAL EXPERIENCE

- **io digital llp** *Apr(18) - Mar(20)*
  Associate Delhi
  - Managed end-to-end gift delivery operations for **ferns n petals**, ensuring seamless execution from order placement to final delivery
  - **Key Responsibilities:** Effectively managed complex **managerial escalations**, showcasing strong **negotiation skills** and maintaining business relationships. Successfully boosted firm **profitability** with a minimum profit margin of **50 percent**
  - **Impact:** Spearheaded the strategic expansion of the team, facilitating a remarkable growth from **15 to 35** members, while maintaining operational efficiency and cohesiveness
  - **Learning**: Team Management, CRM operations, Escalation Handling and client Negotiation

RESEARCH EXPERIENCE

- **Measuring the Energy Inequality in India (M.S. Research Thesis)** *Ongoing*
  Prof. Deepika Swami
  - An analysis of more than **1 Million** data points and **6000+ variables** for the accessibility of clean cooking fuel in Indian households
  - Successfully accessed the data set of **Demographic Health Survey** and categorized the required variables by using Pandas and NumPy
  - Separated the households with and without access of **clean cooking fuel** and visualization of the same was done by Matplotlib and Seaborn our future intent is to find out the **Gini coefficient** with the help of **Lorenz curve** and proposing the **best policy** for clean cooking fuel in India based on the rank of each state

COURSE PROJECT

- **Evaluation of Building and Industrial Energy Policies in India** *Jan(23)-Mar(23)*
  Introduction to Sustainable Energy Policies (IIT Kanpur)
  - **Objective:** Assess the effectiveness of energy policies in the building and industrial sectors in India
  - **Result:** Explored the potential of policy interventions to mitigate **carbon emissions** and the **forecasting energy requirement** in the context of building and industrial sectors
- **Per Capita Energy Analysis: Gujarat vs. Kerala** *Jan(23)-May(23)*
  Introduction to Sustainable Energy Policies (IIT Kanpur)
  - Discovered significant electricity demand disparities despite similar GDP per capita in Gujarat and Kerala. Unveiled the **direct link** between **energy demand** and **economic activity**, highlighting Gujarat's economic dominance as a key driver of higher consumption. This insight contributes to informed regional energy policy considerations

SELF PROJECT

- **Uber Data Analysis** *Jul(23)*
  - Completed data pre-processing and cleaning of the dataset comprising around **31 million+** entries.
  - Used the Uber pickups in **NYC dataset** and characterized the demand using Time series analysis, based on identified patterns such as hourly, weekly and monthly demand for Uber rides
  - Visualized Uber's ridership growth in NYC and an estimated value of the NYC market and revenue growth, revealed total revenue of Uber in 1 year as **595 Million** USD, growth in NYS as 84% and Gross Margin of **149 Million USD**
- **Designing an Advanced Delivery Insights Dashboard using Power BI and AI Tools** *Jun(23)*
  - Developed a comprehensive delivery insights dashboard for a delivery company of more than **4000** orders leveraging the capabilities of **Power BI** and AI tools The dashboard provided real-time analytics and actionable insights to enhance **operational efficiency**, optimize routes, and improve **customer satisfaction**
  - Tools Used : Power BI for data visualization and dashboard creation, Data preprocessing and cleaning techniques

PROFESSIONAL SKILLS

CRM Operations, OMS control, Client Handling, Escalation Management, Team Training and Business development

TECHNICAL SKILLS

- **Languages/Database**: Python, SQL, Machine Learning
- **Software Tools**: MS Excel, Power BI, Jupyter Notebook, Visual Studio Code, Flask,NumPy, Pandas, Matplotlib, Seaborn, Scikit-learn

KEY COURSES TAKEN

- Introduction to Sustainable Energy Technologies || **Introduction to Sustainable Energy Policy** || **Managerial Economics**

CERTIFICATIONS

- **Business Intelligence using Power BI:** Skill Nation
- **Complete Data Science Bootcamp:** Udemy
- **Financial Modelling and Valuation:** Udemy
- **Lithium Battery Technology for Electric Vehicle:** Udemy
- **Electric Vehicle Battery Management System:** Udemy

POSITIONS OF RESPONSIBILITY

- **Student Guide** Led a team of **20 student** and helped them thoroughly for their academic registration and mentoring them continuously on behalf of Institute Counseling Services(**PG Core team**), also successfully coordinated and **managed** a comprehensive orientation event for **1400+** incoming students
- **Teaching Assistance** Promoted sustainability through informative sessions for diverse audiences, including school children, and organized engaging lab visits and quizzes to inspire eco-consciousness