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

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:** As a Teaching Assistant, I actively engaged in outreach activities and coordinated informative sessions, captivating **lab visits**, and **eco-conscious quizzes** to **promote sustainability** and raise awareness among **diverse audiences**, including **school children**

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

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

SELF PROJECT

- **House Price Prediction using Machine Learning** *Jun(23)*
  - Formulated a machine learning model for house price prediction using features such as bedrooms, area, and bathrooms, comparing **linear regression** and **decision tree** methods
  - Achieved the best performance with **Random Forest** using **10-fold cross-validation**, resulting in a final **RMSE** of **3.21**
- **Financial Modeling and Valuation Analysis for Tesla** *May(23)*
  - Collected precise historical financial data, including income statements, balance sheets, and cash flow statements from credible sources. Developed a thorough financial model for Tesla using industry-standard techniques, resulting in a three-statement evaluation
  - **Tools Used**: Microsoft Excel for financial modeling and analysis, Valuation methodologies, including Discounted Cash Flow
- **Developing an FMCG Model for Retail Store Order Management** *Jun(23)*
  - **Objective**: Designed Excel FMCG model for efficient analysis of 80,000+ **retail orders. Enhanced operations, enabled data-driven choices, and optimized inventory with Excel formulas, conditional formatting, pivot tables, charts, and graphs to highlight low stock items and offer sales insights**
  - **Results and Impact**: Process Efficiency, Data-Driven Decisions, Optimized Inventory

KEY COURSES TAKEN

- Introduction to Sustainable Energy Technologies, **Introduction to Sustainable Energy Policy**, **Managerial Economics**, **Management Practice and Organizational Behavior**

CERTIFICATIONS

- **Business Intelligence using Power BI:** Skill Nation
- **Complete Data Science Bootcamp:** Udemy
- **Financial Modelling and Valuation:** Udemy

EXTRACURRICULARS

- **Certificate of Appreciation (IIT Kanpur):** Recipient of Certificate of Appreciation and **Memento** for eloquent and captivating poetry recitals, showcasing exceptional verbal artistry and connecting with diverse audiences
- **Certificate of Appreciation (IIT Kanpur):** Recognized with a Certificate of Appreciation for exemplary story-writing skills, demonstrating creativity, originality, and effective communication in written narratives by **Akhil Bhartiya Hindi Sahitya Sabha** at IIT Kanpur
- **Certificate for Storytelling (Frontrow by Zakir Khan):** Recognized with a Certificate of Appreciation for exemplary storytelling skills

HOBBIES

- **Poetry, Writing and Storytelling:** Expressive poet and storyteller, skillfully weaving creativity and emotion to engage and resonate with diverse audiences