

\$80M GTM -AI Powered Drone (L&T Defence) | Isro Funded Satellite Team | Professional Digital Artist

Degree	Board	Institute	% / CGPA	Year
PGDM-BM	XLRI	XLRI, Jamshedpur	5.16/8	2026
MSc Phy + BE Mech	BITS Pilani	Birla Institute of Technology and Science Pilani	7.23/10	2022
Class XII	ICSE	Loyola School Jamshedpur	90.50%	2016
Class X	ICSE	Loyola School Jamshedpur	91.00%	2014

WORK EXPERIENCE (24 Months)

Technical Lead	HCL	Aug'22-Jul'24
Star Performer 2023 (HCL) Scrum Master Interned at the founder's office		
Generative AI Business Application	<ul style="list-style-type: none"> Developed framework of gen-AI powered chatbot data-loading system for business context-specific responses Enhanced low code application UX and DX for 2000 clients and 100,000+ users by integrating gen AI chatbot Engaged 50,000+ users for \$550 bn fortune 500 company by creating neural net personalized offer-mapping 	
E-commerce Customer Insight	<ul style="list-style-type: none"> Delivered AI query correction solution in e-commerce management to retail firm and international bank clients Refined an LLM-based SEO system with 11% product search result improvement from the autocorrect model Achieved 90% predictive accuracy in data-driven customer insight by developing data-agnostic ML solutions 	
Awards	<ul style="list-style-type: none"> Achieved Exemplary Presentation Commendation for demonstration of exceptional communication skills Awarded Star Performer in a team of 14 for Scrum leadership working on end-to-end AI marketing solutions Received highest rating (9/10) for distinguished performance as Technical Lead for cross - functional team 	
Leadership	<ul style="list-style-type: none"> Initiated a team KPI goal-setting process using Agile strategy, resulting in a 25% increase in JIRA task closures Collaborated with Product Manager to increase team productivity 30% by documentation and standardization Led a team of 14 members as Scrum Master for a year, coordinating across 3 global teams to deliver 4 projects 	

Marketing Intern	SUMMER INTERNSHIP - L&T	Grade:B+
Chanakya UAV AI Standardised software GTM		
Product Roadmap & Development	<ul style="list-style-type: none"> Spearheaded product 3-phase planning for UAV Platform driving a \$80M SOM opportunity in defence AI Integrated Edge AI, YOLOv9, SLAM into a modular architecture enhancing autonomy & mission-readiness Developed adoption S-curve and milestone roadmap, guiding leadership on investment priorities 	
Business & Financial Strategy	<ul style="list-style-type: none"> Formulated 5-year GTM business case using IRR/NPV & 3 scenario models to assess ROI across 3 stages. Benchmarked 4+ competitors (Shield AI, Skydio, NewSpace) to position in global ISR & dual-use markets. Recommended capital restructuring and IP monetization via SaaS licensing and R&D reinvestment. 	

INTERNSHIPS

Backend Developer RetainIQ	<ul style="list-style-type: none"> Improved 30% customer purchase and acquisition via e-commerce reminder campaign integration Amplified user retention on a SaaS for 400+ MSE clients via user data flow Strategy with founder Reduced client's user retention costs by 70% by programming a dynamic cloud-based trigger system 	2021
Vocational Trainee Tata Steel	<ul style="list-style-type: none"> Exploited cost-saving opportunity of INR 30 lakh through regression modelling on 5 years of data Remodeled and achieved 2% reduction in the cost of steel manufacturing process with AI strategy 	2020

POSITION OF RESPONSIBILITY

Senior Executive Member Pride@XL, XLRI	<ul style="list-style-type: none"> Curated 7+ podcasts ft consulting, finance, FMCGs,etc. leaders on best practices & change mgmt Published the first edition of DEI Magazine, reaching 5+ MNCs like Nestle, PwC, & Deutsche Bank Organised Conclave for 400+ attendees with activists, Supreme Court advocate & queer influencer 	2024
Senior Member ACM Student Chapter, BITS Pilani	<ul style="list-style-type: none"> Developed the backend for the Treasure Hunt game in APOGEE fest engaging 5,000+ participants Hosted and managed a Stock Trading Simulation game played by 200 + participants for 2 days fest Hosted a ML Hackathon sponsored by Map My India attracting a footfall of 4000 students in fest 	2022
Probation Member Anant, BITS Pilani	<ul style="list-style-type: none"> Aided INR 11.6 lakh prototype building for ISRO-funded Satellite Team as top 30 from 1072 batch Contributed to INR 2.5 crore projects till satellite launch in Attitude determination and control process 	2018

LIVE PROJECTS

Snackonomics YogaBar	<ul style="list-style-type: none"> Built brand toolkit linking consumer insights, product mapping & design for end-to-end GTM execution Ideated 2 new SKUs expanding YogaBar's reach beyond fitness users into mass healthy indulgence users 	2025
Financial Management Plastochem	<ul style="list-style-type: none"> Ideated 10+ strategic improvements across liquidity, capital structure, valuation & sustainability Built 5-year forecast & ~₹90 Cr EV DCF valuation with sustainability-linked CAPEX saving of ₹12 L NPV Designed working capital optimization model cutting CCC by 48 days & freeing ₹3-11 Cr liquidity Conducted DuPont & ratio-based financial diagnostics identifying key ROE drivers 	2025

MOOCS & CERTIFICATIONS

AI Specialisation Coursera	<ul style="list-style-type: none"> Completed IBM AI Product Manager Professional Certificate includes 10 AI & PM courses Completed Neural Networks & Deep Learning – DeepLearning.AI led by Andrew Ng 	2025
Finance & Strategy Coursera	<ul style="list-style-type: none"> Completed Financial Markets – Yale University, taught by Nobel laureate Robert J. Shiller Completed Python for Finance & Principles of Sustainable Finance – Erasmus University Rotterdam 	2020