SUMIT KANT

Male, 25

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PROFESSIONAL EXPERIENCE

Corporate Energy - Analytics Program Manager

Indus Towers

📅 Jul '18 – Present   📍 Gurugram

ORGANIZATIONAL AWARENESS PROGRAM

Generating energy consumption awareness for all energy stakeholders in the organization through 'Know Your Consumption' Program

➜ Reconstructed & standardized a theoretical model to estimate electricity consumption for all sites at pan-Indus level

➜ Identified performance metrics and curated standardized dashboards for middle managers for robust data-driven actions

➜ Developed POC & launched mobile based module to deliver actionable information for the field team

➜ Generated & delivered Power BI based automated dashboards for use by Zonal Heads, Cluster Managers & ground team

Corporate Energy - Data Analyst(MT)

Indus Towers

📅 Jun '17 – Jul'18   📍 Gurugram

REVENUE ANALYTICS

Identifying Revenue Enhancement opportunities & Improving Billing Efficacy for a revenue portfolio of INR 65+ Billion

➜ Generated **revenue opportunities worth INR 84 Mn** by analyzing energy billing operation data

➜ Identified revenue leakages worth **INR 9 Mn p.a** by examining average bills & highlighted disconnects in energy billing logic

➜ Modelled a new energy billing tariff framework and benchmarked against existing tariff for one of India's largest Telecom Operator

ENERGY ANALYTICS

Monitoring pan-India Energy consumption & driving electricity & diesel cost based analytics

➜ Tracked energy consumption metrics for major telecom operators and **curated exception reports** for Circle Energy teams

➜ Created a **business analysis framework for CXOs** to analyse & track energy business profitability

➜ **Improved efficiency by 300%** by automating energy business profitability estimation from operators

Data Science Intern

Crisp Analytics (Startup)

📅 Apr '16 - May '17   📍 Noida

CHURN PREDICTION MODEL

Developed a Churn Prediction Model for a leading brand of fashion retailer

➜ Modelled a binary classification problem for 20K consumers with 1 Lakh + transactions taken over 2 years and predicted churn probabilities using logit-regression in Azure ML environment

➜ Proposed a **CLV-based framework** for determining ideal TG size based on campaign budget for **strategizing retention** of profitable customers

CERTIFICATIONS, 2017

✱ **Marketing Analytics**
- University of Virginia

✱ **Exploratory Data Analysis**
- Johns Hopkins University

✱ **Business Metrics for Data-Driven Companies**
- Duke University

✱ **Machine Learning**
- Stanford University

✱ **Visual Analytics with Tableau**
- University of California, Davis

✱ **Digital Marketing, Data Analysis in Marketing, Social Media Analytics**
- IIM Lucknow (Elective Courses)

COMPETITIONS

💼 **Coke Showcase '15 (Campus Winner)**
Proposed **digital marketing strategy** and business model for Coke to increase online sales revenue

💼 **Recommendation Engine**
Modeling user problem solving behavior & predicting range of attempts taken to solve a problem (Analytics Vidhya Hackathon Rank: 23 / 2149 as on 12-Jul-18)

💼 **Big Mart Sales - III**
Predicting the sales of each product at each store. (Analytics Vidhya Hackathon Rank: 155 / 17050 as on 12-Jul-18)

EDUCATION

PGDM, Marketing & Systems
IIM Lucknow
📅 2015 - 17

B.Tech, Mechanical Engineering
IIT Mandi
📅 2010 - 2014   % CGPA: 7.25/10

CBSE, Class XII
Govt. Sarvodaya Bal Vidhyalya, Delhi
📅 2009 - 2010   % 87.33

CBSE, Class X
Chhaya Public School, Modinagar
📅 2007 - 2008   % 87.20

PROFESSIONAL EXPERIENCE

Front-End Developer
Nikola Tech - Strawberry POS (Food-Tech Startup)

📅 Apr '15 - May '15

➜ Developed a online product guide as a Google Chrome application for training consumers & sales force

➜ Revamped the **UI/UX** of consumer-facing online food-ordering **iPhone application** for **investor demonstration**

LEADERSHIP ROLES

Creatives Head
INDEX - Marketing Research Cell, IIML

📅 2015 - 17

| 10,000+ Footfall | 12 MR Projects | 20+ Sponsors | 1 Mn Budget |

➜ Conceptualized & executed **promotional campaign** for one of India's largest Disguised Market Research Fair

➜ Fostered corporate relationships for **Women & Child Development (UP Govt.)** & corporates such as **Google, Unilever, HT** etc.

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Co-Founder & Design head - Raptor Racing
Formula Student Team - SUPRASAE INDIA

📅 2013 - 14

➜ **Co-founded** with a team of 25 the IIT Mandi Chapter of SUPRA SAEINDIA, a **National Formula Student Racing Event** sponsored by Maruti Suzuki

➜ Presented cost evaluation & engineering design during **Marketing Presentation** Round at KIIT Bhubaneshwar; Ranked 42nd/150 national teams

➜ Manufactured college's **first ever formula car** for participation in dynamic events at Madras Motor Race Track, Tamil Nadu

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Core Team
Aakash Application Development Lab, IIT Mandi

📅 2013 - 14

➜ Designed the **first ever logo** for the Govt.of India initiative & **mentored 2 teams** on Android application development

➜ **Conducted workshop for 300+ college students** across 2 days & mentored them on designed related aspects of Android app development

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College Representative
PAN-IIT Alumni Global Conference

📅 2012

➜ Handpicked out of 240+ students to represent IIT Mandi at Pan-IIT Alumni Global Conference attended by dignitaries like Nandan Nilekani, N. R. Narayana Murthy & 1500+ other IITians

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Drummer
Three.Four - IIML's official Band

📅 2016-17

➜ Negotiated INR **95K+ budget from college** for procuring instruments; managed YouTube Channel

➜ Performed in 7 events of Three.Four in front of 450+; **Judged & auditioned students** for musical events

SKILLS

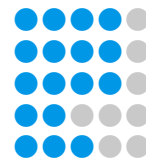| Marketing Analytics | Machine Learning |
Social Media Analytics	Marketing Research
Predictive Modelling	Sentiment Analysis
Data Visualization	Regression Modelling

TOOLS

Python ●●●●○
Excel ●●●●●
Tableau ●●●●○
R Programming Language ●●○○○
Power BI ●●●○○

EXTRA-CURRICULAR

DRUMMING, 6 YEARS

➜ Winners of North Region in **Deloitte Maverick War of Bands** '16; Awarded with **INR 50,000 cash prize**, 2016

➜ Performed on-stage in 15 events; **Felicitated by Director** of IIT Mandi for success of cultural programs, 2014

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BADMINTON, 3 YEARS

➜ **1st Runner-up** team in annual inter-section sports tournament at IIM Lucknow, 2015

➜ **1st Runner-up** out of 30 teams at two-day sports event at IIT Mandi, 2013

➜ **1st-Runner up** out of 24 participants at annual sports tournament at IIT Mandi, 2012

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GRAPHIC DESIGN, 7 YEARS

➜ Won the **Info-graphic Design** Competition held as a part of Digital India Week at IIML; Awarded INR 5,000 cash prize, 2015

➜ **10,000+ downloads** for 85 CAD models published on **GRABCAD, world's largest CAD community**