Sushil Patil

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Male, 23

IIM KASHIPUR

SUMMARY

A technology enthusiast with skills in business development, marketing, strategy, machine learning and **computer vision**. Worked on projects related to data science, product development, design thinking etc. Motivated to learn, grow and excel in dynamic and challenging work environment to solve complex problems along with personal growth.

INTERNSHIP

ICICI Bank Ltd, Mumbai	Management Trainee, Intern	April'19-May'19

- Supported in creating **micro-market strategy** for FY-2020 for Institutional Business Group in ICICI at national level
- **Researched** on 12 Indian states; analyzed govt./non-govt. data & state budgets to identify key focus areas of states
- **Designed a dashboard** and summarized all key business opportunities from national, state, districts and block levels

EDUCATION

Year	Degree	Institute	% / CGPA
2020	MBA (Marketing, Analytics)	Indian Institute of Management Kashipur	8.02/10
2018	B.E. (ETC)	Pune Institute of Computer Technology, Pune	72.98%
2014	12th (CBSE)	Colonel's Academy, Mhow	92.00%
2012	10th (CBSE)	Colonel's Academy, Mhow	93.10%

POSITION OF RESPONSIBILITY

Core Team – FIED Incubation Centre, E-Cell, IIM Kashipur, 2018	• Planned & set up the incubation center; **bootstrapped first acceleration** program • Analysed needs of 40+ incubatees; developed **customized acceleration support** • Led a team of 21 to reach 5 Lakhs+ people in 30 days with limited budget constraints • **Coordinated selection** of 37 start-ups; **managing compliance** with policies of govt. • Spearheaded 3-day e-summit; **5000+ footfall**; 9 partnership - govt./non-govt. entities
Core Team – TEDxIIMKashipur, 2018-20	• **Leading team of TEDx2020**; **acting as liaison** between TED and administration • Ensuring compliance with TEDx rules related to speakers, sponsors, content etc. • Managed venue set-up and videography; coordinated with vendors for TEDx2019
Curator and Team Management Head - TEDxPICT, Pune, 2016	• Built a hierarchical organization structure for a team of 42 volunteers from PICT • Secured sponsorship amount of ₹1,95,000 from various businesses in Pune • Synchronized 7 departments and planned budget, marketing, and branding

PROJECTS

- Tested **classification algorithms** on Wisconsin's Breast Cancer Dataset [UCI ML Repository] — 2019
- Set up a cafe inside IIM campus; ₹13,000 sales, ₹5000 profit; More than **60% margin** on all products — 2019
- Predicted the onset of diabetes on Pima Indians Diabetes Database by applying **CRISP-DM Methodology** — 2019
- **Patented** 'AI based obstacle recognition device to assist a visually impaired person' - 201821031503 — 2017
- Developed a border security surveillance bot with controlled ammunition using **image processing** — 2017

The Book Bazaar – online second hand book market, Pune,2015	• Designed and **executed e-commerce business model** for **second-hand books market** • Utilized various sales techniques to develop relationships with customers & drive sales • 45.6% increase in sales and 34% increase in transactions right after 6 months of launch

ACHIEVEMENTS

- Placed among **top 50** finalists out of over 7573 participants in Drona event by IRIS - **IIM, Indore** — 2017
- Secured 2nd position in Business Plan competition at **Techstar's Google Startup Weekend**, Pune — 2015
- Award of Academic Excellence from MHRD, Govt. of India for scoring **100/100** in Chemistry — 2014
- Won **Best Science Student Award** for having keen interest in Physics and Chemistry — 2014

EXTRACURRICULAR ACTIVITIES

- **Attended CES Asia 2019** in Shanghai, China to witness the technology trends in AI, 5G, AR, VR etc. — 2019
- Winners – Story Board competition on IOT, organized by consulting club of IIM Trichy — 2018
- **Tailored and conceptualized** Investomania'18, a virtual bidding game under E-Cell, IIM Kashipur — 2018
- Winner – Business Plan competition, Pune Institute of Computer Technology, Pune — 2016

OTHER INTERESTS

- Reading Books, Trekking, Acting, Dancing
- Active member of public speaking and evaluation sessions of **Toastmasters Club** of IIM Kashipur