



Krishna Vamsi V

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B.Tech - Chemical Science and Technology

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[Github](#) | [Portfolio](#)

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EDUCATION

Degree/Certificate	Institute/Board	CGPA/Percentage	Year
B.Tech. Major	Indian Institute of Technology, Guwahati	6.94 (Current)	2022-Present
Senior Secondary	BIEAP Board	96.80%	2022
Secondary	AP State Board	99.83%	2020

EXPERIENCE

- **Product Management Intern**, MillStory (Remote) *(Mar. 2024 - Present)*
 - Played a pivotal role in the pilot launch, contributing to **20+** catalog products and driving **30%** of early sales.
 - Developed dashboards in PowerBI, Excel; created **7 custom metrics** from sales data to monitor performance, achieving an avg. basket size of **₹578.74**, boosting operational efficiency by **20%**, and customer retention by **15%**.
 - Orchestrated market research, product ideation, and stakeholder collaboration for a new bumper stickers business.*Awarded **Letter of Recommendation** from founder for stellar performance; offered extended work opportunity*

PROJECTS

- **Trumio's University Project Ecosystem Challenge**, Inter-IIT TechMeet 12.0 | [View Project](#) *(Oct. 2023 - Dec. 2023)*
 - Spearheaded ideation, generating **3 AI-driven product ideas** and identifying a **TAM of 1.9M** & **SAM of 0.7M** users.
 - Interviewed **50+** alumni, analyzed data insights with **pandas** & **seaborn**, and increased project credibility by **25%**.
 - Developed a comprehensive business case with financial projections, forecasting a **21.8%** annual revenue growth rate, contributing to a **90%** alignment with the business plan forecast with a **70%** positive impact on targeted goals.
- **Accelerating EV Growth in India**, Consulting & Analytics Club | [View Project](#) *(Sep. 2023 - Mar. 2024)*
 - Led in-depth analysis to identify **15** challenges and benchmark **10** global successes to formulate actionable **strategies**.
 - Developed a phased EV plan, projecting **25% lower ownership costs** and **15% market penetration** by 2026.
- **Zomato Product Teardown**, PMx Product Management Expedition | [View Project](#) *(Dec. 2023 - Jan. 2024)*
 - Conducted user interviews with **30+** individuals to identify pain points, addressing **70%** of the user concerns.
 - Developed **6 solutions** based on **3** key user personas, projected to drive a **35%** increase in monthly orders.
 - Designed **10+** wireframes, created **2 metrics**, and defined **KPIs** to measure proposed solutions' effectiveness.
- **Android App Market Analysis — Data Visualization Case Study**, Personal Project | [View Project](#) *(Jun. 2024)*
 - Conducted in-depth analysis and data cleaning on **10k Google Play Store apps** using Python, Excel, and SQL.
 - Used **Tableau** to craft impactful visualizations, providing **strategic insights** into app pricing and sizing.

SKILLS

Please visit my [Portfolio](#) to view more interesting projects

- **Consulting**: Strategy Consulting, Product Research, Market and Consumer Insights Research, Corporate Finance
- **Visualization Tools**: Tableau, Power Bi, Figma, MS Excel, Powerpoint, Google Sheets
- **Programming Languages**: C, C++, SQL, Python* (Libraries: pandas, numpy, seaborn, ydata-profiling, Matplotlib)

** Elementary proficiency*

POSITIONS OF RESPONSIBILITY

- **Overall Coordinator**, Technical Board, IIT Guwahati *(Apr. 2024 - Present)*
 - **Leading** a council of **9** & a team of **27** to oversee **15** technical clubs and **130+** students, driving technical growth.
 - Responsible for **8+ major events**, engaging **70%** of students, including **4000+** at Techevince and **1000+** at Kriti.
 - **Authored** a summer guide covering **50+ domains**, benefiting **800+ sophomores** and aiding in career exploration.
 - **Analyzed** past **finances** and optimized resources, increasing efficiency by **20%** for **10+ events** and **15 clubs**.
- **Core Team**, Consulting & Analytics Club, IIT Guwahati *(Sep. 2023 - Present)*
 - Organized Strategy Storm & was **course mentor** in Winter Consulting 2023 | **3100+** participants from **15+ countries**
 - Curated frameworks for **Consulting Guide 2023** - an in-depth guide for case interview preparation | **10k+** downloads

ACHIEVEMENTS

- **InterIIT TechMeet 12.0**, Conferred **Silver Medal** in **High Prep** Product Development Problem Statement *2023*
- **Creative Shock**, Clinched **World Rank 21** in a Lithuania-based International Case Study Competition *2023*
- **InterIIT Tech Camp**, Secured **3rd place** in a strategy competition, excelling in analysis among **50+ teams** *2023*
- **National Talent Search Examination**, Rank **6** among the 294 students qualified out of **1 lakh+** for Stage II *2020*

EXTRACURRICULARS

- **Senior Executive**, E-Cell, Interacted with **4 seed-stage** startups & studied over **200+** pitch decks and case studies
- **BCG Strategy Consulting**, Completed a job simulation on advising a telco on profitability with an Excel model
- **B-Plan and Case Study Competitions**, Finalist in **6+ competitions** and **top performer** in 2 consulting/product courses
- **Sports & Cultural**s, Actively engaged in diverse activities, developing versatile skills and earning notable achievements.
 - **Karate**: Awarded **Black Belt** after **7+ years** of training; **U-14 State Champion** & 2nd in All India U-12 Championship
 - **Spardha**: **Captained** the Hostel Kho-Kho team in my **Freshman Year** and competed in **2 athletics** events
 - **Dance**: Represented Hostel in **Manthan** group dance event; performed on multiple stages in front of **200+** audiences