ACADEMICS

Indian Institute of Technology (IIT)

Bachelor of Technology in Textile Technology (CGPA: 7.45/10)

Delhi, India

2008-2012

All India Rank of 2,590 among 700,000+ students in Joint Entrance Examination, one of the most difficult admission tests in the world

- Patent (#App: 1809/DEL/2013): Ideated and designed an innovative capillary flow testing device in textiles for thesis; Awarded 100% funding by Government of India; Rights of the patent later sold to a private lab for further development
- Chartered Financial Analyst, CFA Institute USA: Cleared Level 1 with more than 70% score in 5 of 10 subjects

EXPERIENCE

CareerAnna as Chief Product Officer

Jul'18 - Present | Gurgaon, India

CareerAnna is India's largest online vernacular learning platform helping its users outperform in their respective competitive examination

- Leadership: Leading a team of developers, designers and testers to manage the product dev process from conception through design, build, release, analysis & iteration making products providing users an interactive learning experience
- Innovation: Created an adaptive test engine that analyses user performance and creates a custom study plan and content
- Implementation: Redesigned the learning management system, product flow, navigational logic & streamlined the user experience across the platform, increasing the course completion rate from 42% to 64% in a span of 6 months

ClickGarage as **Co-Founder and CEO** (acquired by Industry Leader, CarCrew Technologies)

Jul'15 - May'18 | Delhi, India

ClickGarage is a dealer owned workshop network to provide affordable, transparent & convenient automobile services

- Management: Built and led a team of 30+ employees who catered 16k+ customers, generating revenue of over \$1.5M
- Innovation: Created first of its kind integrated workshop management system for partner workshops; Software is in use by 300+ workshops and led to an estimated aggregate net promoter score increment from 8 to 54 (575% Increase)
- Negotiation: Cultivated partnerships with 300+ workshops, suppliers such as Mobil1, Shell & businesses such as Uber, Ola
- Acquisition: Negotiated acquisition of the company in a cash & stock deal for its superior tech. and partner relationships
- Media Coverage (Links): VCCircle, TechStory, InShorts, YourStory

Indian National Congress (INC) as External Consultant

Jan'15 - Jun'15 | Delhi, India

Consulted Mr. Ahmed Patel, member of parliament and chief architect of Congress' parliamentary election victory in 2004 and 2009

- Strategy: Ideated and executed various products to implement the outreach strategy for 2017 Gujarat assembly election
- Leadership: Selected and led 400+ volunteers across 40K+ booths to effectively utilize voter targeting products/strategies
- Implementation: Achieved over 15% vote share increment in 60 out of 91 targeted constituencies

Citizens for Accountable Governance (CAG) as Project Lead

Feb'14 - Dec'14 | Ahmedabad, India

Prime Minister Narendra Modi's (BJP) campaign management team in 2014; he won largest majority in 30 years with 170M+ votes

- Strategy: As a team, introduced various tech-products for analytics-driven election campaigning; Saved ~20% of campaign resources (-\$23M+) by segmenting ~600K booths based on propensity to vote for BJP and optimizing outreach operations
- Leadership: Hired and led a team of 13 analysts/developers for product development on poll booth analysis, sentiment analysis and opinion polling; Replaced 100-member vendor team saving \$1M and reducing turn-around time by 4 months
- Mass Outreach: Conceptualized and led the tech-implementation of various mass voter outreach campaigns such as "Chai pe Charcha" (3M+ voters), "3D Hologram rallies" (7.5M+ voters) and "Run for Unity" (5M+ voters, Guinness world record)
- Media Coverage (Links): IndianExpress, EconomicTimes, FirstPost, TimesOfIndia, OneIndia, IndiaToday, TelegraphUK, DNA

Fractal Analytics as Analyst/Senior Analyst

Jul'12 - Jan'14 | Dubai, UAE

Fractal is a strategic partner to many Fortune 500 companies and helps them take strategic decision based on data analytics

- Initiative: Developed models for Farmers, a leading US based Insurance firm, to predict defaults which were pitched and sold to the client; due to self-driven initiatives, selected among 100+ analysts to represent Fractal at Visa office in Dubai
- Stakeholder Management: Spearheaded various projects for key client Visa such as analysing cross-border business opportunities, developing business cases for potential partnerships, achieving a perfect Net Promoter Score of 100

POSITIONS AND ACTIVITIES

- o Awarded "Outstanding Contribution to Cultural Activities" & "Pride of House" (11 in 5000+ students) by Director, IIT Delhi
- o Acted and directed in 10+ plays for college dramatics society; Spearheaded the production of professional play "Are You Single"; **Received rave review** in "The Hindu" for innovative set designs
- o Coordinator (one of only 10), Rendezvous IIT Delhi, 2011: Led a multi-tier team to fulfil the infrastructural requirements of North India's largest cultural festival lasting 4 days, encompassing 100+ events and handling footfall of 80K+ people **Community Welfare**
- o Citizens Foundation for Better India, not-for-profit focused in domains of Education and Health: As founding member collaborated with govt. bodies such as NACO and NOTTO. Turned around 4 blood banks which were on verge of closure
- o IndusAction, not-for-profit policy implementation organization: Worked on various awareness campaign execution, identifying potential slums in Delhi-NCR for volunteer events; Enrollment of 30K+ students reported in targeted slums