

Academic Record			
Degree Name	Marks	Institution Name	Year
MBA	81.40 %	IIM Ranchi (Marketing, Operations & Strategy)	2020 – 22'
B.Tech	86.30 %	PES University, Bangalore (Civil Engineering)	2013 – 17'
Class XII	80.00 %	DAV Public School, Gaya (C.B.S.E)	2010 – 12'
Class X	90.00 %	Creane Memorial High School, Gaya (C.B.S.E)	2009 – 10'
Achievements	Secured Institute Rank 11 out of 350+ students in IIM Ranchi – Director's Merit List		2022
	Secured Institute Rank 17 out of 300+ students in PES University – MRD Scholarship List		2017

Work Experience (4 Years 1 Month)			
Redseer Consultants		Sector Lead – Mobility & Digital Lending	
Jan'23 – Present			
Sector Lead responsible for end-to-end Project delivery and client management in the Mobility and Digital Lending sector			
Sector Benchmarking	<ul style="list-style-type: none"> Increased Bottom-line by 25% by benchmarking ~15+ Mobility and Lending players across ~500 metrics Reduced monthly cash burn by 30% by building APIs for Trend Analysis of ~200 Unit economics metrics 		
Client Management	<ul style="list-style-type: none"> Reduced client queries by 50% by automating monthly Insights dashboards of ~400 Top-line metrics Led 20+ pitch meetings with CXOs to discuss insights derived from ~500 Operational and P&L metrics 		
Achievements	Increased Mobility Sector top-line by ~60% by increasing Data accuracy up to ~95%		2023
	Contributed to ~25% of yearly revenue by starting and scaling Digital Lending sector		
	Awarded "Rising Rockstar" (1/50 employee) award for delivering high-quality outputs		
Delhivery		Senior Manager – Program Management	
Jun'22 – Jan'23 (8 Month)			
Senior Manager responsible for end-to-end Product Analytics, Program, and Category management of SME category			
Category Management	<ul style="list-style-type: none"> Contributed to 80% of revenue by managing KPIs for ~1000+ SME clients via Salesforce analytics Increased Average monthly revenue from 25 to 30 crore for SME by resolving category bottlenecks 		
Acquisition Management	<ul style="list-style-type: none"> Increased MTU by 20% by automating Acquisition funnel using MoEngage for ~10k monthly leads Increased leads conversion by 30% by tracking KAM level performance metrics for ~50+ employees 		
Achievements	Increased category revenue Top-line by 20% by designing Share of Wallet predictor		2022
	Reduced churn of B2C clients by 50% by increasing Product value proposition		
	Improved CAC/LTV by 2.5x through Process improvement and Product interventions		
Barnwal Properties		Manager – Design & Operations	
Oct'19 – Apr'20 (6 Month)			
Project Manager responsible for end-to-end execution of HRIDAY project under Ministry of Housing and Urban Affairs			
Project Management	<ul style="list-style-type: none"> Increased top-line by 25% by conducting Project Risk Analysis for restoring ~50+ heritage structures 		
Achievement	Developed the Mapping Tool on Tekla which helped save costs by 2 Lakhs per month		2020
Atkins Global		Design Consultant – Energy & Utilities	
Jul'17 – Aug'19 (25 Month)			
Steel Design Consultant and Team Lead in the Hinkley Nuclear Power Plant Project responsible for 3D design and automation			
Design Consulting	<ul style="list-style-type: none"> Audited and improved ~7000 2D RC drawings for technical galleries and classified buildings of Hinkley Delivered 50+ features by creating Tekla product roadmap using Scrum methodology for Hinkley project 		
Achievement	Reduced cashflow burn by 10 Lakhs per year by developing the Rebar check tool in Tekla		2018

Fall & Summer Internship (7 months)			
Unacademy		Fall Intern – Strategy & Operations	
Feb'22 – May'22 (4 Month)			
Strategy & Operations Intern responsible for end-to-end strategic management of the Unacademy Platform revenue growth			
Strategy Management	<ul style="list-style-type: none"> Identified 100+ Partners who can generate >10 lakh GMV by analyzing data of ~10k YouTubers 		
Data Management	<ul style="list-style-type: none"> Designed KPI dashboards for 100+ YouTube Influencers which predicted Influencer's stickiness 		
Achievements	Identified Partner success potential with 97% accuracy by designing GMV calculator		2022
	Generated additional GMV of 4 crores via Predictive analytics and Influencer marketing		
Cognizant Consulting		Summer Intern - Functional Consultant	
May'21 – July'21 (3 Month)			
Enterprise IT Cloud Portfolio Assessment for a significant Energy and utility company in the US, Duke Energy Corporation			
Functional Mapping	<ul style="list-style-type: none"> Identified up to 3rd level Functional Levels for all ~1000 in-scope applications under Project Portfolio 		
Migration Assessment	<ul style="list-style-type: none"> Migrated ~1000 in scope applications on AWS creating and analyzing Cloud Readiness Questionnaire 		
Achievements	Awarded PPO (top 5% interns) in Energy & Utility consulting division of Cognizant		2021
	Secured Rank 2 out of 100+ internship teams in Cognizant Brand Master challenge		

Corporate Case Competition			
<ul style="list-style-type: none"> Cognizant Brand Master Runner Up (top 2/100 teams) – Developed Employee retention strategy for Cognizant 			2021
<ul style="list-style-type: none"> Wipro B PRO National Finalist (top 6/50 teams) – Developed GTM Business plan for a Silicon chip manufacturer 			2021
Position of Responsibility			
<ul style="list-style-type: none"> Elected Member, Senate (top 5/350 contestants) – Responsible for allocating ~50 lakhs budget for all student activities 			2021-22