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## Objective

Quick learner with a strong work ethic and professional acumen seeking to leverage his unique combination of analytical skills and passion for technology to pursue a job that would benefit the enterprise, while enhancing skills.

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## Education

### **Pennsylvania State University, College of Engineering**

*Bachelor of Science in Mechanical Engineering*

**University Park, PA**

*Dec 2017*

- Major Grade Point Average: 3.31/4

### **Society of Actuary (SOA)**

- Passed Probability Exam: Probability Theory, Univariate and Multivariate Distribution
- Passed Financial Mathematics Exam: Interest rate Theory, Derivatives.

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## Entrepreneurial Experience

### **KTC Commodities Private Ltd.**

*Director*

**Delhi, India**

*May 2019 – Present*

- Initiated a new brand for our company and started Digital collection of company data.
- Reduced inventory cost by 70% by making operational changes.
- Created and maintained import compliance policies, procedures and guidelines for raw cashew nut trade.
- Individually handled trade negotiations for cashew and raw cashew nut netting 27.6% return.

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## Professional Experience

### **Pristyn Care (Startup)**

*Associate Product Manager*

**Gurugram, India**

*Jan 2019 – May 2019*

- Analyzed and translated business and marketing requirements into functional requirements, supporting documentation, user stories, and finally the product road map.
- Acted as a product owner for more than 10 features and products and wrote respective PRDs.
- Shipped Product/feature on time despite frequent and late-breaking changes in requirements. Product List:
- **Website-**
  - Worked with the designer on the whole website front end architecture. Improved incoming lead by 15% and reduced bounce rate by 40%.
  - Religiously monitored KPIs and made necessary changes.
  - Worked on the transition from the old website to new one with the SEO and Tech team.
- **CRM /Mobile Apps-**
  - Stitched the entire surgical ecosystem with mobile apps for respective stakeholders.
  - Acted as a product owner and led agile team of developers to create app for stakeholders
  - Personally, helped the stakeholders in the onboarding process. Made a user video and manual.
  - Wrote and conducted functional and user acceptance testing of the apps.
  - Saved at least 5-6 hours/day/employee of manpower of 2 major stakeholders.
- **Dashboard, Admin Panel and Content Management System**
  - For dashboard, decided metrics and respective visuals aiding category managers to track progress.
  - Admin Panel and CMS gave direct access to employees saving 1 hour/day of tech resources.

### **OurBus (U.S. Passenger Bus Company)**

*Dispatch/Assistant Product Manager*

**New Delhi, India**

*Aug 2018 – Oct 2018*

- Streamlined bus management system by improving data recording layouts in Excel.
- Implemented a new feasible bus route from State College to JFK airport.
- Improved conversion rate on mobile website by 18% by using insights from Google Analytics and CleverTap.

### **Sensing and Process control for Additive Manufacturing**

*Research Assistant*

**University Park, PA**

*Sep 2017 – Nov 2017*

- Formulated melt temperature profile and projected output of a screw of polymer extrusion.

### **Teaching Assistant**

*Eberly College of Science*

**University Park, PA**

*Sep 2014 – Dec 2015*

- Assisted professor in grading quizzes and homework assignments for calculus and matrices courses.

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## Skills

- Strong organizational and interpersonal skills with good follow-up habit and attention to detail.
- Competent in **MS Excel, Wireframing (Balsamiq, Axure) UI/UX design, Mockups (Moqups), User Guiding, Google Analytics, Clevertap, Jira, Tableau, SQL, MATLAB, Solidworks, Autodesk and CFD.**