

Professional Experience

Senior Associate (Core Team Member), Indian Political Action Committee | Nov 2019 - present

- Leading a team of 232 resources & 4 managers for an Outreach programme to cover 20 lakh people across TN. Improved resource efficiency by 6% through improved engagement and customer centric communication.
- 1/5 part of team that created and managed the Leader communication for a campaign that reached out to 20 lakh.
- Developed talking points, articles, and key speeches for the client's media spokesperson and secondary leaders.
- Developed 2021 TN assembly election plan and SWOT assessment at district and constituency level for the client.

Senior Manager (Relationship Manager), Yes Bank Ltd | May 2018 - Jul 2019

- Liaised with clients and internal stakeholder (business, risk and product) teams for credit sanction and monitoring.
- Handled sales, credit analysis, and credit sanctioning for large corporate accounts (clients >INR 2,500 Cr revenue).
- 1/9 part of team responsible for the maintenance and growth of a loan book of INR 3,000 Cr of large corporates.
- 1/75 Management graduates selected for the Yes Bank's Leadership Development Programme 2018 (Y-PEP).
- 1/5 part of 2 teams awarded out of 15 for collecting maximum crowd-sourcing funds and winning banking contest.

Deputy Manager (R&D), HASETRI (Associate of JK Tyres Ltd) | Aug 2012 - May 2016

- Built algorithms for Tyre noise (acoustic) optimisation and implemented same in organisation using GUI programs.
- Effected INR 15-30Lakh/design savings by estimating tyre noise at product design stage and filtering bad designs.
- Mentored Design and Test teams for novel testing techniques, and developed testing infrastructure for rubber.
- 1/4 part of a team that led novel R&D projects for *JK Tyres Ltd*, and was promoted to Deputy Manager in 2015.

Education

PGDM, IIM Ahmedabad	Post-Graduate Diploma in Management, with an Exchange term (Fall 2017) at the <i>Waseda Business School, Tokyo</i>		GPA: 3.05/4.33	2018
Dual Degree, IIT Madras	M.Tech	Applied Mechanics	CGPA: 8.12/10.00	2007-2012
	B.Tech	Aerospace Engineering (Minor programme: Innovation & Social Entrepreneurship)	CGPA: 7.22/10.00 (9.60/10.00)	

Internship

Sales, Treebo Hotels | Apr - May 2017

- Led ground level business development initiatives for 5 cities/towns, and gathered 100+ leads from new businesses.
- Generated revenues of INR 2 Lakh during the project duration through cost-effective marketing initiatives.
- Organised recruitment activities, conducted screening, and interview processes for the hiring local sales executives.

Leadership and other responsibilities

RTE Resource Centre, IIM Ahmedabad | 2017

Lead for managing the operations and logistics of the *Winter School Programme*, a 3-day workshop on Public Policy attended by 65 participants and 15 speakers over 3 days.

National Service Scheme, IIT Madras | 2011 - 2012

Initiated Cerebral Palsy rehabilitation project at a regional special school (SPASTN), and led a team of 10 volunteers that prototyped and delivered 2 gait rehabilitation devices for the school children.

IIT for Villages, IIT Madras | 2009 - 2010

Part of the organising and managing team for Self Help Group food stalls, led strategies that improved per person income to INR 715/person/day.

Extracurriculars

Personal Finance/Trading | 2017 - Present

- Managing a portfolio of INR 10 lakh through equity/MFs in Indian/US markets. and comfortable in using *Python* for stock market data extraction and trade strategy analysis.

Forum for Industrial Interaction, IIM Ahmedabad

1/5 part of a team recognised for a project on the *Economic Value of Small Field Airports*, and awarded for the same.

Competitions, IIT Madras

- 2nd Prize, Anveshana Event at Shaastra (Technical festival), 2010.
- 1st Prize, Inox Event and 1st Prize, Small Group Activity Event at Shaastra, 2009.

International publications

Journal of Biomechanics

Lead author for "*Aortic valve dynamics using a fluid structure interaction model – The physiology of opening and closing*" (Article cited by 18 international papers), 2015.