

RAVI SHARMA

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SKILLS

Excel, VBA, SQL
Python, Power Point
Word, MATLAB

Data analysis, Reporting,
Regressions, Clustering,
Project Management,
Hypothesis Testing,
Time series, Forecasting
Financial Modeling,
Research, Consulting,
Campaigns, Marketing.

SCHOLASTIC ACHIEVEMENTS

- **National Science Talent Search Examination :**
Secured AIR 634 out of ~2 lakh participants. ('10)
- **National Mathematics Olympiad Contest :**
Awarded Certificate of Merit by AISMTA for obtaining 85% marks ('09)

ACTIVITIES

Winner, Second Prize Spot-On Photography Contest – TARANG, Annual college fest of LSR College.

Quizzing: Member of Institute Club

Basketball, Football: Member of Hostel Teams.

INTERESTS

Economics, Traveling,
Sports and Music

EDUCATION

- **Bachelor of Technology - Indian Institute of Technology Delhi;** (Nov, 2017)
 - **Major:** Textile Technology | **Minor:** Computer Science and Engineering
 - **Relevant Course -Work:** Probability & Statistics | Machine Learning | Database Management Systems | Supply Chain Management | Intro to Economics | Marketing Management

PROJECTS

- Analyzed **road traffic** of Tier-I/II Indian cities[**Python**], *Transport Research & Injury Prevention Programme IITD*
 - Developed **logistic** regression model to identify **fatality/injury factors** in accidents; Estimated travel demand
 - Performed **regression** analysis with **time series** to explore role of factors like Population, vehicles in accidents
- **DBMS:** Designed & developed **SQL** based University Course Registration System for students & instructors('16)
- Research project & case study design - '**Sports Marketing in India**' - Department of Management Studies ('15)

WORK EXPERIENCE

Freelance Analyst, Korn Ferry Hay Group - *Global HR Consulting firm* (Nov, 2017 - Present):

Projects: [**Technical Skills: Advanced Excel, VBA, Python**]

- Siemens AG:** Employee Talent Review of **500+** employees. (Jun, 2018 – Present)
- Sheela Foam:** Employee Leadership Potential Analysis. (Apr, 2018 - May, 2018)
- NTPC Limited:** ESI competence & potential assessment of **1000+** people. (Feb, 2018 - Mar, 2018)
- Toyota India:** Country wide Employee Satisfaction study for **342** Dealerships & Groups (Nov, 2017 - Dec, 2017)

- Comprehended company's **consulting** practice to determine requirements and devised **project frameworks**.
- Explored and analyzed multidimensional data like employee responses, assessment scores, feedbacks etc. by applying analytics methods like **Descriptive Statistics, Statistical Analysis, Clustering, Data Modelling**.
- Modeled **10+** parameters for each to measure attributes like Potential, level of satisfaction, social intelligence
- Performed **Employee Segmentation & Classification** for talent management and developmental feedback
- Identified various insights like concern areas, gaps, best/worst performers, areas of improvement & strength.
- Built tools like **Dashboards**, Pivot tables for comparative analysis, presentation and summarization of data
- **Liaised** with Managers & Client for feedback and Designed reports for **top level management** & Stakeholders.
- Developed **Excel Macro** tools; Applied complex functions along with Object Oriented **VBA** Programs to **Customize** and **Automate** report generation in all projects saving **50+** hours of manual work.

INTERNSHIPS

Summer Analyst, Zen Privex – FinTech, (May, 2015 – Jul, 2015):

- Analyzed market course of Start-ups across APAC and identified investment trends* [**Skills: Python, SQL, Excel**]
- Performed **time series analysis** using many techniques like ARMA on historic data & **forecasted** key trends.
- **Quantified** investment diversity; Performed **multivariate** analysis to identify investment tendency of **90** VCs.
- Modeled interest level of companies; **Optimized** client selection by **multi-criteria** decision making techniques

Analytics & Marketing, Greymeter - Students & YPs Network (Dec, 2015 – Jan, 2016): [**Skills: Python, Bayesian**]

- Built models for **sentiment analysis** of users about career options & to assess undergraduate employability.
- **Managed** team on SEO activities, Launched a digital campaign on multiple channels; **300+** signups in **20** days

Operations (Web and Multimedia), Quizential Inc. - EdTech Startup in high growth phase (Summer 2014):

- Designed, conducted & analyzed **survey** among 9-12 students to develop **student requirements framework**
- **Strategized** & implemented personalization and customization to **enhance** user web experience, engagement
- Developed teaching module and multimedia-content for **3** course streams in coordination with instructors.

Research Associate (Industrial Training), UD&E Pvt. Ltd. (May, 2016 - Jul, 2016): *Construction Consulting Firm*

- Identified **feasible options** to use textile composites in B&C to address problems like Flexibility, Performance
- **Devised action plan** matrix of process development; *Awarded "**Letter of Appreciation**" by Assistant Manager*

POSITIONS OF RESPONSIBILITY

Marketing Executive, Rendezvous: *Selected to **raise finances** & **manage promotions** of Annual Cultural festival*

- **Doubled participation** spearheading a social media campaign coordinating with graphic designer & volunteers
- Established **tie-ups** with **media partners** like *MTV, Radio City, HT* for publicity; added deliverables for sponsors