**FULL NAME**

Mumbai, India |linkden.com/in/profile| +91 XXXXXXXXXX | abc@gmail.com

**EDUCATION**

**IIT Bombay, Mumbai India**

*B.Tech - Computer Science (CGPA: 7.9) (First Class with Distinction and top 5 rank ) August 2016- July 2020*

**Assam Rifles Public school (Central Board of Secondary Education) Jorhat, Assam**

*Science ( 95.6%) All India Senior School Certificate Examination (AISSCE) June 2015 - May 20216*

**Yale University**

*South Asian Tech and AI revolution - fundamentals August 2023- December 2023*

**WORK EXPERIENCE**

**Airtel Payments Bank (Bharti Airtel Limited)**

*Manager - Digital Growth Strategy* ***June 2022 – Present***

* Developed Growth Strategy for Airtel Pay for India Market and enhanced User Experience
* Built custom campaigns to increase retention of users on Bank App, improved continuity across by 5%
* Managed a budget of 720 Mn to run omni-channel promotions targeting customers for UPI (Payment Mode)

**Vodafone, Gurgaon, India**

Assistant Manager ***Jan 2021- May 2022***

* Collaborated with CXO to work on the product strategy by doing competitive benchmarking
* Owned and presented the Business projections for key revenue streams for the Bank on Quarterly basis
* Created detailed business plans and launch strategy for new products along with aspects of customer lifecycle

**AWARDS**

* **Airtel Payments Bank Highflyer Award,** *Airtel Payments Bank.*Recognition for analyzing user cohorts and scaling Recharges and Bill Payments as a Category Growth Manager
* **Gold medal - PGDM in Banking and Financial Services**, *National Institute of Bank Management, Pune* Gold Medal for Academic Excellence
* **Scholarship Awardee**, *Sir Dorabji Tata Trust* Scholarship & *Ministry of Science & Technology* Scholarship for academic excellence

**EXTRA CURRICULAR ACTIVITIES**

* **​​Emerging Leaders' Program, Bharti Airtel 2021**, *Emerging Leader Class of 2021.*   
  Project Trainee in the 12 month Leadership Training Program by Bharti Airtel
* **VERVE | Vidyalankar Institute of Technology**, Head, Sponsor Relations and Marketing   
  Generated Rs. 0.2 Mn in Cash and Rs. 1 Mn in Kind for the annual college festival

**EXTRA CURRICULAR ACTIVITIES  
SKILLS: Expert in** Google Analytics, Moengage, Prismic and Microsoft Excel   
**Languages :** English (Native), Hindi (Native), Marathi (Native), French (A2)  
**Interests :** Classical Bharatanatyam Dancing, Cooking & Baking, Exploring new cities & culture, Sunset Cycling