

ANSHUMAN PRAKASH JHA

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EDUCATION

Degree	Year	Institute	Score	Remarks
M.Tech (IME)	2024-2026	IIT Kanpur	Ongoing	
MBA	2019- 2021	IIT Delhi	7.95/10	
B. Tech (Mechanical)	2013- 2017	MSRIT, Bangalore	8.81/10	10 CGPA in Final Project
XII (CBSE)	2012	Diwakar Model School, Uttar Pradesh	72%	
X (SLC)	2010	Happyland Secondary School, Rajbiraj	81.38%	Distinction

WORK EXPERIENCE

Pine Labs

Domain: **Program Management**

Jan 2023 – July 2024

Roles and Responsibilities:

- Handled the requirements of **clients - Australia's** multinational company- **Woolworths** and some other **Australian** clients such as RACV, getvalueplus.
- Made interface control documents and coordinated with the product team, engineering team and clients for **API integration**.
- Raised **JIRA** tickets with various teams and continued follow ups to get the client's requirements fulfilled.
- Made Business requirement documents (BRD) as per client requirements and tracked the project end to end for closure.
- Tested the **APIs** using **postman** and set up the platform for client demo.
- Performed market research about open loop gift cards for launching the same in Australia.
- Performed **gap analysis** for products.

Benepik Technology

Domain: **Product Management**

May 2022– Oct 2022

Roles and Responsibilities:

- Handled the requirements and queries of multiple **clients** such as **Hero FinCorp, Thomas assessments, Willis Towers Watson**.
- Served as a **POC** for the clients and managed the projects end to end; provided them with product demos.
- Developed an **activity tracker module** for the mobile application to track activities like **cycling, running, and walking**.
- Performed analysis of survey through EXCEL; used **Pivot tables** for analysis and made presentations for the findings.

Agri10x

Domain: **Product Management**

April 2021 – April 2022

Roles and Responsibilities:

- Made a mobile application (Agri10x Agent) from scratch – discussed with multiple stakeholders for the same, worked on requirement building, and worked with the tech team throughout the application development process. This mobile app helped to increase the number of onboarded farmers by more than **5%**.
- For the B2B e-commerce **application** – made Product Requirement Documents (**PRD**), made flowcharts, coordinated with the engineering team for a closure. This application helped to onboard more than **5000 farmers** in the system.
- POC** – Served as the POC (Point of contact) for the Team and resolved the product related queries of multiple stakeholders; provided product demos frequently.
- Developed an e-commerce application (Agri10x Dubai) in a month and launched the same in Dubai. - Interacted with third party service providers like Razorpay to ensure seamless deployment of the mobile app.
- Regularly monitored the KPIs of the mobile app through **google play console** and **google analytics**.
- Project management** – Calculated the costing of the project and did research to understand the feasibility of the project and presented the same to the business; managed a team of 6 developers – frontend, backend, application, QA and website developers
- Did some basic data analysis through **SQL** and **MS-EXCEL**; made presentations for the findings.
- Improved the existing application by adding new features, which **increased the customer acquisition** by more than **10%** and the **revenue** by more than **12%**.
- Created **product roadmaps** and assisted in developing presentations for regular updates to investors.

INTERNSHIP

Social Notebook Digital marketing agency

Domain: **Sales and marketing**

May 2020 – June 2020

Roles and Responsibilities:

- Worked on **lead generation**- performed cold **calling and email marketing, social media marketing** through LinkedIn
- Interacted with college representatives and placement heads for lead generation.

Udayapur Cement Industries Ltd, Nepal

Domain: **Operations**

September 2018 – April 2019

Roles and Responsibilities:

- Supervised workers during handling and transportation of raw materials from site to the manufacturing plant.
- Reviewed end to end process of cement production in the plant.
- Organized data of net production, cost and price of the cement using **Excel**

Live project: Radiance Market Research

Domain: **Marketing**

May, 2020 –July, 2020

Roles and responsibilities:

- Lead generation, email marketing and cold pitch delivery
- content creation for LinkedIn/Twitter company page, press-release management

POSITIONS OF RESPONSIBILITY HELD

Position and Event	Period	Key Responsibilities and Achievements
Team leader Social Works Project SABAL NEPAL.	2017-2018	- Teaching children of rural areas, promoting cleanliness campaigns, monitoring the construction of toilets in the villages.
President Junior Red-Cross Circle Happyland Secondary School	2009-2010	- Raised more than INR 50,000 funds through donation. - Managed and reviewed work of a group of 9 volunteers - Organized end-to-end quiz for the students of grade 7,8 and 9
SAC representative IIT -Delhi	2020-2021	- Handled queries of students during the COVID-19 pandemic and helped them to resolve their academic/non-academic issues.

PROJECTS/INDUSTRIAL TRAINING/CERTIFICATIONS

- “Fabrication of Air-Powered Vehicle” Project during B.E. (2.5 months) 2017
- Vocational Training (3 weeks) on **Cement Production Technology** from Udayapur Cement Industry, Nepal 2016
- Vocational Training (2 weeks) on **Casting, Forging and Heat Treatment** from Heavy Engineering Corporation (HEC, Ranchi) 2015
- **Certifications**(coursera)- **Six sigma (Green belt), Supply chain management, Blockchain basics,** 2020
Introduction to **Artificial Intelligence (AI), Python** data structures, **MS-EXCEL (specialization),** Fundamentals of Visualization with **Tableau,** Introduction to **Machine Learning**

ACADEMIC ACHIEVEMENTS AND AWARDS

- Achieved **A grade** in many subjects like CAD, Manufacturing Process, Turbomachines, etc. in B.E. 2017
- Awarded **100% scholarship** by Indian government to pursue my UG studies (BE- Mechanical) at MSRIT, Bangalore 2013
- Secured **2nd position** in the district level essay competition organized by FAO (Food and Agriculture Organization), Nepal 2008
- Secured the **best project award** in the department for the final year project work at MSRIT, Bangalore 2017
- Won the **award** in Agri10x for good performance. 2022

EXTRA-CURRICULAR ACTIVITIES AND ACHIEVEMENTS

- **Volunteered** in the Emergency Response Program for the Flood affected victims of Saptari, Nepal 2017
- **Volunteered** in the entrepreneurship week (e-week) program organized by E.D.C (Entrepreneurship Development Cell) of MSRIT 2015
- Worked as **school prefect** for a tenure of 1-year 2010