

Akshay Kumar

Gender: Male

Marital Status: Single

Nationality: Indian

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CAREER OBJECTIVE

To excel in a dynamic work environment, become a reference point in my chosen field and maintain quality in every task

EXPERIENCE DETAILS

Associate – User Experience in Think and Learn Pvt Ltd (BYJU's): October 2021 to till now

- Build report after cleaning, validation and modification of the data of manual access given to the new enrolled students that helps to reduce the manual access to 0% and successfully automate the process.
- Build dashboard for the information and standard onboarding pitch, which streamline the information flow between the team members and other stakeholders that helps in improving the audit score upto 17%.
- Modification & Analysis of monthly KRA reports as per the requirement of the team using Excel, Leadsquare, Ameyo and Power BI.
- Managed the relationship from the first day of the course by onboarding the student to the Byjus Exam Prep Application with upto 92-98% CSAT.
- Generate revenue after retaining the student through resolving the issues if the student face in the journey regarding the usage of the Byjus Exam Prep Application, Content and Service.

Academic Counselor in Vedantu Innovation Pvt Ltd (Vedantu): September 2020 to January 2021

- Discuss with the parents and counsel the students to help them to find out their weakness and help them to convert the weakness into strength using SWOT methodology on one to one video sessions.
- Turn the relation into sales for the organization.

Marketing Associate in Quality Tutorials Pvt Ltd (LiDo Learning): March 2020 to July 2020

- Being a part of the pilot batch for the organisation in Indore successfully identified and pursued new business opportunities.
- Consistently met or exceeded sales targets by implementing effective sales strategies and building strong client relationships.
- Collaborated with cross-functional teams to develop and implement marketing campaigns, analyse market trends, and develop innovative solutions to meet customer needs. Through my efforts, I contributed to the growth and success of the organization.

SKILLS

Technical

- Data Mining, Validation, Cleaning & Modification
- Dashboard Making and Analysis
- SQL, Python, R Programing Languages
- Tools – Axure RP, Power BI, Tableau, Leadsquare, Salesforce, Zendesk, Freshdesk, MS Visio & Excel, JIRA

Non-Technical

- Documentation - BRD, FRD, Use case, User story, Wireframe, UML Diagram
- Requirement Gathering
- Agile Scrum management

QUALIFICATION

- **Bachelor of Technology**
College : Maharishi Markandeshwar Engineering College, Mullana – Ambala
University : Maharishi Markandeshwar University, Mullana – Ambala, Haryana
Percentage/CGPA : 8.2
Year of passing : 2020
- **Higher Secondary Certification**
School : Radiant Public School, Nanauta – Saharanpur, Uttar Pradesh
Percentage/CGPA : 64%
Year of passing : 2016
- **Senior Secondary Certification**
School : Radiant Public School, Nanauta – Saharanpur, Uttar Pradesh
Percentage/CGPA : 9.4
Year of passing : 2014

CERTIFICATION

- **Executive certificate program in Business Analytics & Intelligence**
College : Indian Institute of Management, Rohtak
Year of passing : May 2023 – September 2023
- **Certifications from Udeemy**
Courses : Business Analysis “A to Z” Masterclass.
- **Certifications from Simplilearn**
Courses : Business Analysis with excel
Business Intelligence
MS Excel
Tableau Training
Power BI

STRENGTHS

- Good Communication Skills
- Good team player and multitasking capabilities
- Proven initiative and ability to work with minimal supervision

HONAR & AWARDS

Performer of the month – BYJU’s
May 2022