



## FULL NAME

Mumbai, India | [linkden.com/in/profile](#) | +91 XXXXXXXXXX | [abc@gmail.com](#)

## EDUCATION

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### 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

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### 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 | Vidyalkar 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

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