Nikhil Kumar

EDUCATION

Indian Institute of Management, Ahmedabad	2017	Post Graduate Diploma in Management	**2.99/4.33**	Data Science, Business Analytics, Entrepreneurship
Indian School of Mines, Dhanbad	2013	B. Tech, Electronics and Communication Engineering	**8.3/10**	7th among 67 students

ACADEMIC ACHIEVEMENTS

- Amongst top 2.0% of 384977 candidates in IIT-JEE. *2009*
- Secured a CAT 2014 score of 99.78 percentile out of 1.94 lakh candidates. (QA-DI- 99.88) *2014*
- Secured final admission offer from IIM Ahmedabad, Bangalore, Calcutta, Lucknow and FMS. *2015*

WORK EXPERIENCE:

Founder and Director, Edcreate Technologies Private Limited   Jan 2018-Till Date

- Created **data-science based assessment solution Claymould** for Educational Institutions with AI, ML and Big Data capabilities
- Designed and Developed digital content for school children with experiential learning setup for Bihar Education Project Council (Department of Education, Govt. of Bihar)
- Conduced **Innovation Summits for over 2500+ participants** in year 2018 and 2019 at Dighwara and Sonepur location
- Organised training sessions for over 120+ educators across diverse domains in areas of pedagogy, student understanding and inclusive education
- Signed **MoU with 44 Educational Institution** within 3 months of inception.
- Developed Assessment capabilities for secondary grade students in field of Science, Maths and Social Science.
- Formulated Mentorship sessions under banner of Uddeshya **for over 500+ students since 2018**.
- Conceptualized data analytics in provision of quality education.
- Acted as academic partner to 8 schools for Class 9 to Class 12 students.
- **Partnered with Research for Resurgence Foundation (RFR Foundation) and Bihar Education Project Council (BEPC)** for digital content creation.
- Developed the brand "Uddeshya: Mentorship for life" in Vaishali and Patna district and conducted/coordinated marketing campaigns in digital as well as offline mode.
- **Designed and Envisioned the data analytics platform** Claymould (A Holistic Assessment and Content Platform)
- Promoted the brand Edshape as After school services and partnered with multiple schools
- Structured and Created district level Business Development team across 8 districts of Bihar

Nodal Officer, Vaishali Incubation Centre (Approved by Department of Industries, Govt. of Bihar)

- Conducted IT and Banking summits to support young entrepreneurs of Bihar
- Part of Core committee: Bihar Entrepreneurship Summit 2018 and 2019.
- Organized Entrepreneurial Professional development program for College graduates.

Program Manager, EXL Analytics Private Limited   July 2017-Jan 2018

- Led the team of 22 professionals for execution and start-up of the project for one of the leading UK based insurance company
- Proposed **data-based solution for relative effort optimization** in insurance business
- Designed data based solution of logistics business incorporating location based auto-billing and resource optimization

Network Engineer, Ericsson India Global Services Private Limited   Aug 2013-May 2015

- Led the team of 5 members; completed the project in **75 % of the scheduled time frame with quality of 99.85 %**
- Delivered training sessions to the 30 professionals with 4+ years' experience on ATP SSD Analysis, 4G LTE technologies
- Achieved a quality of 99.7% in the performance improvement parameter of on-air elements

Co-founder and Designated Partner, www.findurdoctor.com, Enlighten Info Care Services Limited Liability Partnership

- Conceptualized the digitization of the health care domain.
- Coordinated with around **50 medical practicioners** and received clientele confirmation in 1 months

Internships: Program Manager, ANI Technologies Private Limited (Ola Cabs)   Apr 2016-May 2016

- Formulation of **long-term growth strategy for partner retention** in cabs business to reduce the cash-burn
- Identification of **value-added services and recognition program** for Ola prime partners through market research
- Formulation of **financial literacy plan** for prime partners to further engage with partners
- Finalization of **lock-in Model** for prime partner to improve **retention and performance metrics**

ACADEMIC PROJECTS

Sectorial analysis of Ag-Tech sector   Prof. Rakesh Basant, CIIE Project

- **Stakeholder and need-gap analysis for 9 subsectors** at different levels of supply-chain for India, United States and Israel
- **Identification of growth trends** in each of the sub-sector to prioritize the sectorial growth
- Projecting **growth avenues** for better returns on VC investment with prospective growth drivers

Ecommerce: Valuation and Revenue Model   Prof. Amit Karna, IIM-A

- **Quantification of valuation attributes** for early and late-stage start-up
- **Hypothesis testing** for inter-dependency of financial and non-financial attributes in valuation projection

OTHER INTERESTS

- Avid Cricket Follower, Part of mentorship activities- Envisaged career possibilities at school and college level.