

Rahul Nair

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EDUCATION

University of Mumbai

Bachelor of Engineering | CGPA: 7.6/10

Awarded for top performance in **Applied Mathematics** in 4 semesters.

Mumbai, India

2016-2020 (Expected)

CERTIFICATIONS

- **Harvard Business School Online** **Boston, MA 02163, United States**
CORe -Business Analytics, Financial Accounting and Economics (94.33%) Feb 2020 – Jun 2020
- **Boston Consulting Group – Digital Transformation Virtual Experience Program** **Mumbai, India**
Intern Jun 2020
Assisted on a project for a global coffee company to transform the digital customer journey and explore ways technology can be used to increase customer engagement and same-stores sales using **market research**, economics, **use case prioritization**, scaling and analyzing customer data to target individual customers.

WORK EXPERIENCE

Intern – Product Manager

SecureLayer7 – Cybersecurity Consulting and Vulnerability Management firm

Pune, India

September 9 2020 - Present

- Assisted senior PM product roadmap and developed business canvas model for the product – BugDazz (SaaS)
- Surveyed existing and prospective clients from **North America, Middle East and India** to understand pain points to prioritize on features and provide key value proposition.
- Worked with cross range of teams including engineering, UX, finance, sales and operations using **Agile** methodologies.
- Implemented quantitative and qualitative hypothesis testing for improvising CRO, retention and other product outcomes.
- **Researched market** to do price setting, assisting senior PM with GTM strategy and product marketing.

PROJECTS

- **Exploratory Analysis of Bank Stock Prices from a Financial Crisis** - Analyzed bank stocks (Selective) from the financial crisis of 2016 using visualization packages for a Kaggle Data Project made for an online project competition using python & R.
- **Online project from Udemy** - used PowerBI to track business KPIs like Sales, Revenue, Profit, Returns to compare regional performance, analyze product-level trends, forecasts and identify high-value customers for firms in manufacturing and retail sectors

ACTIVITIES

TEDxKCCEMSR

Founder and Organizer | KCCEMSR, Mumbai [[Link](#)]

Mumbai, India

Sept 2018 – Mar 2019

- Founded the city's **maiden TEDx** event with the **TED** license to empower and share ideas worth spreading
- Led and organized the event by forming and coordinating diverse teams such as curation, finance, logistics, sponsorship liaising, creative and innovative marketing, designing, and digital media, with a total of **37** people
- Raised and managed the budget of **1 million INR**. Managed corporate relations with sponsors, associates, and vendors of TEDxKCCEMSR.

Rotaract Club of KCCEMSR

Professional Development Director

Mumbai, India

Jan 2018 – Jul 2018

- Led and completed 5 major social projects
- Successfully raised **1,20,000 INR** to set up '**12 Sanitary Napkins Incinerator**' in collaboration with **LUPUS India Forum Ensemble**
- Awarded "**The Best Professional Development Director Award**" in the Rotaract District 3142

Entrepreneurship Cell, KCCOE

Student Tech Lead and Blogger

Mumbai, India

Jul 2017 - Oct 2017

- Spearheaded and managed events inviting start-ups, technical workshops, business meet-ups, and supervised the cells' blog
- Led a team of 10 to brainstorm on cost-effective ideas & manage client relationships.

PERSONAL

- Technical skills: Trello, **JIRA**, Accounting, APIs, Splunk, Python, R, PostgreSQL, PowerBI, **BCM**, Regression Analysis
- Fluent in English, Hindi and Malayalam.