Rohan Guru

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Education

IIT (BHU) Varanasi,IDD(B.Tech+M.Tech) in Mechanical Engineering	2015 - 2020	Varanasi, India
St Paul's School, RBSE (XII)	2014	Rajasthan, India
St Paul's School, RBSE (X)	2012	Rajasthan, India

Skills

Software/Languages: Microsoft- Excel, SQL, Matlab

Work Experience

Management Trainee

Park+ *Nov 2020 – Mar 2021*

- Analyzed the complete data of B2C to get better insights and successfully handled the renewals & customers data to implement new offers to retain customer which results in retention of **90%** customers
- Designed and formulated process mapping for daily car wash ground operations and cleaning methodology to reduce the operation time by **15%**.
- Successfully implemented projects across cost saving, process design, app making & default reduction rate
- Designed and implemented complete customer complaint handling across the channels of B2C and reduced the TAT by **50%**
- Handled the team of **20** peoples to successfully run the daily ground operations
- Designed the customer journey flow in the app with the help of product team to make customer experience better and effortless, which results in **2000+** footfall during the period of **15** days
- Made trackers B2C complaints to track and analyze the improvement areas
- Helped Park+ to build its DCC vertical in **0** to **1** journey

Business Analyst Intern

MateRate *Jun 2020-July 2020*

- Performed data manipulation with the help of SQL and divided educational institute based on their profile to give them various specific plans and offers to positively affect conversion rate
- Achieved profit worth of **25lacs** with the increment of **5%** from onboarding of multiple educational institute
- Successfully implemented projects across onboarding & process design

Summer Internship *Jun 2018- July 2018*

Diesel Locomotive Works Varanasi

- Visited 6 different workshops (EES, ETS, ROTOR, HTS, LFS, and LTS) in and observed their supply chain management
- Gained some basic knowledge about diesel locomotives

Projects

Analysis Of Barkhausen Noise Signal using MATLAB *Dec 2018-May 2019*

- Obtained Barkhausen Signal Profile curve in MATLAB
- Analyzed Effect of Magnetizing field intensity and excitation frequency on signal curves
- Performed distortion analysis of BN signal by studying symmetry of signal profiles obtained during magnetization and de-magnetization process using "Skewness" and "Kurtosis"

High Aspect Ratio Machining on EDM *Jan 2018- Nov 2018*

- A rotatory job Holding Setup in made to increase the Dimensional Accuracy of the product
- Experiment on EDM Machine is performed to check the change in Dimensional Accuracy by rotating the job during the process

Position of Responsibility

Senior Advisor TECHNEX'19 | IIT (BHU), Varanasi *May 2019- May 2020*

- Led a team of **150+** members to coordinate the logistic and operation of the festival events
- implementing a new "DAY 0 division" framework to get targets 1 day before deadline Handled the Operational Work of the events in TECHNEX'19
- Successfully managed to get participation over **2000+** in TECHNEX'19

Publicity and Operation Head in TECHNEX'18 |IIT(BHU),Varanasi *Nov 2018-April 2019*

- Organized the various workshop in the schools and colleges of Varanasi to enhance the science and technology culture among the schools/colleges students
- As results **45%** more new member joined and participated in TECHNEX'18

Honors and Awards

- Awarded **1st** position in Glider event'15 organized by Aero-modeling Club, IIT BHU Inter Hostel Sports Meet'18
- Won **1st** prize while representing the Morvi Hostel in Inter Hostel Handball Competition
- Awarded **2nd** position while performing street play in Kashi Yatra'16