



# Rajat

Roll No. 170103053  
B.Tech. - Mechanical Engineering  
Indian Institute Of Technology, Guwahati

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## Education

Degree/Certificate	Institute/Board	CGPA/Percentage	Year
B.Tech.	IIT, Guwahati	5.99	2017 - 2021
Senior Secondary	CBSE Board	84.6%	2017
Secondary	CBSE Board	9.8	2015

## Experience

### • Startup201

Marketing

January 2021 - March 2021

- Helped in the growth of LinkedIn page of Startup201 and also helped in managing social media accounts and done assigned tasks on regular basis.

## Projects

### • Indian School Education Statistics

ongoing

- Analysed data reports issued by NIC to study the scenario of Indian education system from 2016 to 2019. Performed Exploratory Data Analysis(EDA) to gain insights on gross enrollment ratio, drop out ratio, statistics of availability of basic amenities at school.

### • Analysis of Google Play Store App

May 2020 - August 2020

- Performed statistical analysis of android markets that allows a developer to predict the viability of an application in the android market. The analysis primarily focuses on average rating,optimal size of the application and the genre of the applications.

### • Trapping into the Ghee Market of India (Business Case Study)

December 2019

- Performed primary secondary research on customer demographics and Dairy Sector more precisely the Ghee Market. Devised a Go-To-Marketing Strategy by analyzing the competitive edge of the players in terms of Procurement Infrastructure, region of operation, Trade chain and branding the variety of product catalogue. Developed a methodology to find the best region to set up the infrastructure and found out that ITC recently set up their plant in that region.

## Technical Skills

- Programming Languages::** C++, Python
- Analytics:** Data Visualization, Data Scrapping, Tableau
- Database management::** MySQL, MongoDB, Advanced Excel
- Organisational skill:** Risk Management,Strategic planning

## Key courses taken

- Introduction to Computing
- Python + SQL + Tableau: Integrating Python, SQL, and Tableau(Udemy)
- Python Basics\*
- Introduction to Business Analytics with R\*
- Fundamentals of Visualization with Tableau\*
- Computing Lab
- \* Ongoing in Coursera

## Positions of Responsibility

### • Marketing Executive,Alcheringa:

- Contacted 100+ corporate companies and negotiated with them for sponsorship at our fest, brought in around Rs. 80,000/- as sponsorship amount.

### • Core Team Member, Alcheringa: Cultural Fest IITG:

- Worked as the head of merchandise team and generated a revenue of around Rs 2-3 Lakhs via selling T-shirts during fest and pre-fest in different hostels . Managed a 3 tier team with around 150 executives in collaboration with the marketing heads.

## Achievements

- Joint Entrance Examination - Adv 2017: AIR 2638