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| <b>Professional Summary</b> | Enabled a 2.5x capacity scale-up at Felice All Day Dining, contributing to a ₹7+ Cr revenue run-rate through operational redesign. Delivered a 34% increase in average order value and 10% faster turnaround by redesigning customer touchpoints. Lifted exam qualification rates by 43% for 200+ students and generated ₹2.17 Lakhs running a dropshipping business                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                                                                                                                       |
| <b>Education</b>            | <b>MASTERS' UNION</b><br>PGP in Technology & Business Management Young Leaders Cohort   <b>Awarded Manoj Kohli Merit-based Scholarship</b><br><b>NMIMS SCHOOL OF DESIGN</b><br>Bachelor in Design - Humanizing Technology   CGPA: 3.34/4<br><b>DR. SHAMARAO KALMADI HIGH SCHOOL &amp; JR COLLEGE</b><br>HSC Class XII   86.5%<br><b>MILLENNIUM NATIONAL SCHOOL</b><br>CBSE Class X   91.8%                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 2026-Present<br><b>Gurugram</b><br>2021-2025<br><b>Mumbai</b><br>2019-2021<br><b>Pune</b><br>2018-2019<br><b>Pune</b> |
| <b>Freelance</b>            | <b>GURUMANTRA ACADEMICS PVT. LTD</b><br><b>Design Education Consultant &amp; Mentor</b> <ul style="list-style-type: none"> <li>Increased entrance exam qualification rate by <b>43%</b> through <b>root-cause analysis</b> and redesign of the learning curriculum</li> <li>Enhanced exam-day readiness for <b>200+ students</b> through individualized exam strategies based on their strengths</li> <li>Cut preparation time by an estimated <b>60%</b> by restructuring course delivery into video content and gamified modules</li> </ul> <b>FELICE ALL DAY DINING</b><br><b>Service Design Consultant</b> <ul style="list-style-type: none"> <li>Enabled a <b>2.5x capacity scale-up</b> (32 to 80+ covers) by leading the end-to-end operational redesign of the new outlet</li> <li>Contributed to a <b>₹7+ Cr</b> annual revenue run-rate by aligning <b>operations</b> with the expanded scale and new positioning</li> <li>Ensured a smooth shift to the new outlet by <b>training cross-functional staff</b> on SOPs for the redesigned service model</li> </ul> <b>FELICE PASTICCERIA</b><br><b>Service Design Consultant</b> <ul style="list-style-type: none"> <li>Reduced customer <b>turnaround time</b> by <b>10%</b> through streamlined menu structure and improved staff-customer interactions</li> <li>Increased per-person <b>average order value</b> by <b>34%</b> by redesigning menu categorization and key customer touchpoints</li> <li>Uncovered <b>process inefficiencies</b> through direct observation across <b>180 customer interactions</b> via shadowing</li> </ul>                                                                       | Apr'25-Apr'26<br><b>Pune</b><br><br>Jul'25-Dec'25<br><b>Pune</b><br><br>May'24-Oct'24<br><b>Pune</b>                  |
| <b>Internships</b>          | <b>UNIVERSAL MARKETING AND CONSULTANCY (UMC), DUBAI</b><br><b>Business Development Executive</b> <ul style="list-style-type: none"> <li>Narrowed <b>market entry focus</b> to 2 potential product categories by mapping <b>59 buyer brands</b> in the South African market</li> <li>Shaped <b>market entry strategy</b> by presenting benchmarked recommendations to <b>leadership</b> based on company strengths</li> <li>Eliminated fragmented <b>sales messaging</b> by standardizing 24 products across 4 categories into 5 client-ready decks</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | Nov'24-Mar'25<br><b>Dubai</b>                                                                                         |
| <b>Projects</b>             | <b>AAVO - DROPSHIPPING BUSINESS</b> <ul style="list-style-type: none"> <li>Generated <b>₹2.17 Lakhs revenue</b> in 2.5 months by selling home decor products across online and offline channels</li> <li>Secured a <b>90+ unit B2B corporate gifting order</b> through cold outreach and referral-based lead generation</li> <li>Built a partner network of <b>8 suppliers</b> across home decor to maintain product variety and order fulfillment</li> </ul> <b>PROVIDING FAST &amp; ACCURATE PEDIATRIC CONSULTATION USING HEALTH DATA</b><br><b>System Design &amp; UX</b> <ul style="list-style-type: none"> <li>Designed a health-tech dashboard consolidating children's health records to support faster pediatric consultations</li> <li>Projected a 30% reduction in process turnaround time by redesigning the data collection workflow</li> <li>Enabled pediatricians to see an estimated <b>43% more patients daily</b> by removing parent-dependent reporting bottlenecks</li> <li><b>Streamlined decision-making</b> for two distinct user groups by structuring one data source into role-specific outputs</li> </ul> <b>IMPROVING PLANT GIFTING ADOPTION VIA PLANT PARTNERSHIP JOURNEY</b><br><b>UX Design</b> <ul style="list-style-type: none"> <li>Increased confidence in gifting plants by pairing recipients with a co-nurturing partner and guided care journaling via app</li> <li>Reduced plant abandonment risk through shared streaks and journaling that build habitual, joint care routines</li> <li>Turned plant care into a <b>shareable social experience</b>, designing <b>streaks</b> and milestones built for social visibility</li> </ul> | Jul'26-Aug'26<br><br>Apr '24<br><br>Nov '23                                                                           |
| <b>Achievements</b>         | <ul style="list-style-type: none"> <li><b>Finalist</b>   <b>Pepperfry</b> Consumer Behaviour One-Day Challenge at Masters' Union</li> <li><b>Qualified UCEED</b> (Design entrance exam for IIT), ranking among the top 10% of candidates nationwide</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | 2026<br>2021                                                                                                          |
| <b>Leadership</b>           | <b>VICE-PRESIDENT   HOSPITALITY &amp; FOOD CAREER CLUB   MASTERS' UNION</b> <ul style="list-style-type: none"> <li>Elected Vice President of the club in a batch of <b>450+ students</b></li> </ul> <b>CLASS REPRESENTATIVE   NMIMS SCHOOL OF DESIGN</b> <ul style="list-style-type: none"> <li>Facilitated batch communication, organized events, and managed lab material sourcing</li> </ul> <b>CLASS REPRESENTATIVE   MILLENNIUM NATIONAL SCHOOL</b> <ul style="list-style-type: none"> <li>Managed school events and communicated student concerns to school management across two consecutive years</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 2026- Present<br><br>2021<br><br>2017-2019                                                                            |
| <b>Extra-curricular</b>     | <ul style="list-style-type: none"> <li>Earned First-Class Distinction in Akhil Bharatiya Gandharva Mahavidyalaya <b>tabla</b> examinations through <b>7+ years of training</b></li> <li>Tennis: Reached the <b>Schoolympics Boys' Doubles Quarter-finals</b> and represented the school at the ZP District Level</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | 2013-2016<br>2018                                                                                                     |
| <b>Social Impact</b>        | <b>JNANA PRABODHINI HARALI</b><br><b>Design Researcher &amp; UX Designer</b> <ul style="list-style-type: none"> <li>Redesigned the NGO's Wix website, developing an information architecture to improve donor credibility and accessibility</li> <li>Enabled school administrators to independently manage website content through Wix training and documentation</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | Jun'23                                                                                                                |
| <b>Skills</b>               | <b>Business Skills:</b> Root Cause Analysis   Process Optimization   Stakeholder Management   Market Research   Cross-functional Collaboration   Workflow Automation   GTM Strategy<br><b>Technical Skills:</b> Figma   Excel   PowerPoint   Canva   Notion   Google AI Studio   Lovable   Make   n8n                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                                                                                                                       |