Tushar Sanjay Singh

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EDUCATION

Degree/Qualification	Institution	CGPA/Percentage	Year
MBA (Expected April 2025)	Indian Institute of Technology, Kanpur	-	2023 - Present
B.Tech. (Civil Engineering)	Sardar Patel College of Engineering, Mumbai	9.10	2016 - 2020
HSC (12th)	Bhavans Junior College, Mumbai (MSBSHSE)	78.39 %	2016
SSC (10th)	St. Lawrence High School, Mumbai (MSBSHSE)	87.80 %	2014

WORK EXPERIENCE

TATA Consulting Engineers Limited — **Mumbai**
Senior Engineer — **July 2021 – July 2023 ▪ 24 Months**
- Worked with the International Marketing Business Unit to get new projects and increase the revenue of the BU
- Guided an Interdisciplinary team for the Mumbai-Ahmedabad Bullet Train project and delivered 95% of projects within the stipulated timeline
- Demonstrated problem-solving skills by reducing the time required to monitor the scheduled jobs
- Leveraged data analysis, market research, and market insights to identify new areas of growth

B_MAN — **Mumbai**
Proprietorship — **June 2020 – July 2023 ▪ 36 Months**
- Co-founded www.thebstore.in, a B2C E-commerce marketplace, scaled the business to INR 15 Lakhs ARR with 5000+ website hits monthly, handled day-to-day working of the business
- Increased sales through digital marketing, email marketing, influencer marketing, and online advertising of the website
- Reduced RTO rate and decreased product delivery time through optimization of supply chain and delivery partners
- Increased SEO ranking of the website, designed creatives for the website using Photoshop and Canva pro

POSITIONS OF RESPONSIBILITY

IIT Kanpur	▪ Placement Coordinator for MBA (Batch 2023-25)
SPCE, Mumbai	▪ Cultural Secretary of institute Student's Council committee (2018-2019)

CERTIFICATIONS

- 'Microsoft Excel-Excel from Beginner to Advanced' by Udemy
- 'Tableau 2022 A-Z: Hands-on Tableau Training for Data Science' by Udemy
- 'The Complete SQL Bootcamp: Go from Zero to Hero' by Udemy
- 'Strategy for management consultants & business analyst' by Udemy
- 'The Complete Financial Analyst Course 2023' by Udemy

ACADEMIC PROJECT

SPCE, Mumbai	▪ Identifying a problem in a village and proposing solutions for the same

ACHIEVEMENTS

HIGHTECH Solutions	▪ National winner Rank 18th in the consulting case competition Case: Advise revenue growth strategy for a Digital marketing firm
TATA Consulting Engineers Limited Award	▪ Instant award recognition for superlative work in the project
SSRN Journal	▪ Published a paper titled 'Village Development Planning – A Case Study in Thane District' which is the top 10 research paper in the Anthropocene (Topic)

OTHER INTEREST AND HOBBIES

▪ Adventure sports ▪ Travelling ▪ Playing Cricket