



Arnav Khare

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EDUCATION

Course	College / University	Year	CGPA / %
B.Tech (Electrical Engineering)	Netaji Subhas University of Technology	2022-2026	7
Class XII (CBSE)	Ahlcon Public School	2022	77.2
Class X (CBSE)	Cambridge School Noida	2020	92.2

INTERNSHIP/S

- **Data Analytics & Product Strategy Intern** | **Rajdarbar Realty** | New Delhi, India **May 2025 - Present**
 - Built a comprehensive **financial model** in Excel to drive a go/no-go investment decision on a DDA hotel site, presenting profitability forecasts and **cash flow analysis** to senior leadership.
 - Developed the **business case** for a new customer loyalty program ("Friends of Foyer"), defining its **value proposition**, features, and T&Cs through market research and **competitive benchmarking**.
 - Partnered with **BCG consultants** to translate stakeholder requirements into technical specs for **Power BI** dashboards, enhancing strategic oversight for a multi-million dollar real estate portfolio.
 - Synthesized quantitative & qualitative data from sources like **CRISIL** to define optimal performance targets (**ARR, GOP Margin**) and identify key market opportunities.

PROJECTS

- **Predictive Churn Analysis & Revenue Strategy** | SQL, Python, Scikit-learn, Tableau **May 2025 - July 2025**
 - Architected an end-to-end predictive model for a SaaS dataset (**100k+ subscribers**) to proactively identify at-risk customers, achieving **85%** accuracy in churn forecasting.
 - Identified and quantified key churn drivers (e.g., contract tenure, service adoption) using **SQL** and **Python** (Pandas), presenting findings to stakeholders via an interactive **Tableau** dashboard.
 - Delivered a final business case and strategic recommendation projecting a **\$1.5M annual revenue retention** by targeting the top 10% of at-risk customers with a focused retention campaign.
- **Product Strategy & Design: Habit Horizon** | Product Management | [\[View Case Study\]](#) **May 2025 - July 2025**
 - Identified a market gap for an "anti-habit tracker" via **user research** and authored a comprehensive **Product Requirement Document (PRD)** detailing the user journey and feature prioritization (MoSCoW).
 - Defined the product's core value proposition and success metrics (KPIs), including **Daily Active Users (DAU)**, and developed a GTM strategy with a data-driven roadmap for future A/B testing.
- **Strategic Case Study: Indian EV Sector** | Market Analysis **May 2025 - July 2025**
 - Developed a 5-year strategic roadmap for an automotive OEM (e.g., Mahindra & Mahindra) to capture market share in India's burgeoning **\$12B+** passenger EV market.
 - Analyzed market trends, **FAME-II** policy, and competitive strategies to identify a "premium SUV" entry niche and built a **TCO** model proving a 3-4 year breakeven for EVs over ICE.
 - Formulated a three-pronged recommendation focused on a targeted product portfolio, TCO-based marketing, and a capital-light charging partnership strategy.

POSITIONS OF RESPONSIBILITY

- **President & Head of Content** | **Axiom - The Philosophy Society of NSUT** **May 2024 - May 2025**
 - Pioneered and launched the society's first official **website**, defining its initial product roadmap; directed **two short films (5,000+ views)**.
 - Spearheaded "Jagriti," the society's first **4-way cross-society collaboration**, securing the **Head of CSR from OPPO** as the chief guest.
 - Organized key community events including 'Philo-Walks' and "Eclipse", a mental health talk in partnership with the Vajra organization.
- **Head of Content** | **The NSUT Quiz Club - The Quizzing Society of NSUT** **June 2025 - Present**
 - Spearheaded the flagship Biz-Tech Quiz during **Moksha-Innovision '24**, managing a **₹50k prize pool** and attracting **100+ participants** from universities across the region.
 - Developed the content strategy and authored material for all major club quizzes, leading the content vertical for the society's largest annual event.

Skills

- **Languages:** SQL (MySQL, PostgreSQL), Python (NumPy, Pandas, Matplotlib, Seaborn)
- **Data Analysis and Visualization:** Adobe Analytics, Tableau, Power BI, MS Excel, Google Data Studio
- **Soft Skills:** Leadership, Communication, Public Speaking, Time Management