Kinshuk Jain

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🪪 PROFILE

Thorough. Adaptable. Honest. Risk taker. 5+ years experience in entrepreneurship, operations and customer service. Enjoy going to the gym and reading in my free time.

💼 PROFESSIONAL EXPERIENCE

Upraised CAP Fellow, Upraised ⧉   Jan 2022 – Aug 2022
Product Work
- **YouTube (Internet Services)** ⧉ - Analysed ways to increase engagement and watch time on YouTube, created a 3 month plan to achieve this goal.
- **Swiggy (Food Delivery)** ⧉ - Identified a problem area for users. Created an implementation plan that would solve the problem and increase revenue by 400 crore.
- **Urban Health (Stress and Well being)** ⧉ - Increasing engagement and conversion by nudging users to master one keystone habit. Building confidence and consistency!
- **smallcase (Fintech)** ⧉ - Created a 2 month plan for users to get timely notifications of smallcase changes, with a one click update.

Implementation Associate, Embark Corp. ⧉   Nov 2021 – May 2022
- **Learnt logic and JSON to build** and work on 20 plus applications for clients like Stanford and Amsterdam University. Helping over 3000 students apply to Universities around the world
- Learned Agile methodology, QA testing and querying in MongoDB through hands-on experience. **Independently managed tickets and implementation** within the first three months of the job.
- **Had regular direct communication** with clients like Harvard and Stanford and customised the product on the back-end according to their front-end needs.

Co-founder, Solan Retreat   Aug 2019 – Sep 2021
- Headed a boutique hotel nestled in the hills of Himachal Pradesh. Got my first taste of Entrepreneurship. **Increased the revenue** of the hotel by 400% to INR 12,50,000 p.a. in a span of 6 months.
- **Spoke to over 75 customers** to understand their needs 3 months after the first COVID lock down. Based on this research optimised the hotel for long-term works stays.
- **Guided the hotel through the pandemic.** Ensured steady stream of income in non lockdown months by adapting to changed customer needs and habits.

Sales Operations Professional, ExxonMobil ⧉   Aug 2017 – Aug 2019
- **Co-led Robotic Process Automation (RPA)** for contract development, reduced 2 manpower resource requirements helping save INR 10-12 Lakhs annually.
- Was made **SME for Marketing contracts**, successfully navigated the team through several internal and external audits.
- Coordinated between different teams and stakeholders to over see **end to end development** of 40 plus legal contracts. Had ownership of storage and availability of contracts in case of legal disputes.

Investment Banking Intern, Goldman Sachs ⧉   Apr 2016 – May 2016
- **One of two students** to get selected from a cohort of over 1000 at Christ University for the highly coveted Investment Banking Summer Internship at Goldman Sachs.
- **Gained expertise** in financial data tools like Bloomberg terminal and Thomson Reuters in collaboration with GS Investment Bankers around the world.
- **Created 25+ pitch decks** on M&A's, valuations and predicted future earnings that were presented to Investments Banking clients of GS.
- **My final project**, a proposed JV between Volvo and Tesla, was presented to the VP's at Goldman Sachs.

🎨 SKILLS

| Agile Methodology | Mongo DB | Figma | JSON | Miro Board | Wire-framing | QA Testing |

| MS Office | Google Workspace | Zendesk |