

# DEEPAK MUNDE

# Business Analytics & Marketing

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## Education

- |   |  |                  |             |
|---|--|------------------|-------------|
| ❖ | B. Tech Mechanical Engineering(4 <sup>th</sup> year) | <b>GPA: 8.05</b> | <b>2025</b> |
| ❖ | HSC  | <b>84.40%</b>    | <b>2020</b> |
| ❖ | SSC  | <b>94.40%</b>    | <b>2018</b> |

## Software

- ❖ Tableau
- ❖ Power BI
- ❖ SolidWorks
- ❖ Ansys
- ❖ Cosmic Multiphysics

## Hobbies

- ❖ Guitar
- ❖ Rides
- ❖ Study/Read Psychology Books

## Tableau Projects

- ❖ HR Tableau Project Dashboard
- ❖ Sales Dashboard

## Extracurricular

- ❖ Logistic Coordinator in MUN VIT, Pune(FY)
- ❖ 24 Cleanliness Drives 'Helping Hands' Event.
- ❖ Camp on Girl Child Education

**Course:**

- ❖ SAP Learning: 'Discovering End-to-End Business Processes for the Intelligent Enterprise'
- ❖ JP Morgan & Co.: 'Excel skills'

## Work Experience

**Data Operator | CSC E-governance Services India 2019-21**

- ❖ Implemented e-governance services by integrating digital workflows and introducing digital info-broadcasting channels, resulting in a 40% reduction in grievances and an increased number of applications by 25%.
- ❖ Managed Women's Empowerment and Girl child Camps, Increasing enrolment of female students by 15%.
- ❖ Developed Data management skills in MS Excel.

## E-commerce Store | 2023

- ❖ Explored advanced targeting strategies using Facebook Ads Manager to achieve a Click-Through-Rate of 2%.
- ❖ Studied marketing strategies and Customer Segmentation, research on similar stores reducing overall acquisition cost by 35%.
- ❖ Gained hands-on experience in sales, inventory management, Budgeting, and Client/customer fulfillment.

## Muthoot Finance | 2024

- ❖ **Cold Calling and Lead Conversion:** Initiated cold calls to potential clients, generating leads and setting the foundation for future business opportunities.
- ❖ **Mentorship and Growth:** Recognized for potential and taken under the wing of the Regional Sales Manager (RSM), currently under consideration for a promotion to Business Development Associate (BDA).

## Projects

## Complex Part Machining on Hastelloy with 3D Printing and Electroplated PLA Electrodes

- ❖ Designed Prototype using 3D software, Testing, and Final Prototype reduced the cost by 75% and increased efficiency by 85%.
- ❖ Coordinated with another team to collect testing data on different materials and then analyzed it in Excel.

### Simulating Thermoelectric cooler simulating graphene as a semiconductor.

- ❖ Leveraged multi-physics software for thermoelectric simulation,
- ❖ Working on a brand new idea, untouched by researchers.
- ❖ Iterating the simulation with different boundary conditions for realistic results.

**Paper Presentation/Publication** : ICRAMM 2023

(Scopus): 'Complex Part Machining on Hastelloy with 3D Printing and Electroplated PLA Electrodes' ISRO Sponsored.