

Chinmay Malhotra

LinkedIn: <https://www.linkedin.com/in/chinmaymalhotra> • Portfolio: <https://www.chinmaymalhotra.com/> •
Chinmay2malhotra@gmail.com • +91 999891669

SKILLS SUMMARY

- **Core Competencies:** Strategic Consulting, Corporate Strategy, Value Creation, Project Management
- **Tools & Frameworks:** Python, SQL, Tableau, Financial Modelling, Predictive and Prescriptive Analytics, User Behavior Analysis

EMPLOYMENT HISTORY

- **Zupee, India** Jun 2022 – Aug 2023
Junior Data Analyst
 - Analyzed Terabytes of data to uncover strategic insights, optimizing decision-making and driving business growth.
 - Cut acquisition costs by 5% and improved user quality by detecting fraud in paid affiliates via Tableau dashboards.
 - Redefined KPI framework, driving a 4x boost in CSAT form completion, 32% higher CSAT scores, and lower attrition.
 - Drove a 20% daily activity (DAU) increase by analysing user behaviour and partnering with product and strategy teams.
- **RXIL, India** May 2021 – Jul 2021
Data Analytics Intern
 - Assisted the VP of FI & Product Development, streamlining data assimilation and analysis.
 - Summarized 4 years of settlement data using R, enabling trend identification.
 - Provided growth insights by analysing key trends impacting business trajectory.

PRO BONO & FREELANCE PROJECTS

- **IBM, United Kingdom** May 2024 – Sep2024
Research Project Consultant
 - Developed a predictive framework to assess CSR & ESG news impact on investment decisioning, cutting research time by 30%.
 - Applied advanced ML & DL models (BERT, MLP) to quantify sustainability and governance factors affecting financial performance.
- **BS3 Community Development, United Kingdom** Feb 2024 – Apr 2024
Analytics Consulting Project Manager
 - Led a team of 4 consultants, earning a top 5% Distinction at the University of Bristol.
 - Designed an impact measurement framework, driving ~35% financial portfolio diversification.
 - Optimized website navigation, increasing click-through rates by ~25% through improved impact reporting.
- **180 Degrees Consulting, United Kingdom** Oct 2023 – Jan 2024
Strategy Consulting Project Manager
 - Led a 5-member team to craft donor growth and retention strategies, projecting a 40% reduction in attrition through long-term engagement plans.
 - Outlined corporate partnership avenues, estimating a £50,000 revenue boost through targeted outreach strategies.

EDUCATION

- University of Bristol, United Kingdom** Sep 2023 - Sep 2024
Master of Science, Business Analytics, Grade: Distinction
- Narsee Monjee Institute of Management Studies, India** Jul 2019 - Apr 2022
Bachelor of Science, Economics, GPA: 3.31/4
- INSEAD Business School, France** Aug 2017 - Aug 2017
Summer@INSEAD

CERTIFICATIONS & COURSES

- Advanced Corporate Strategy, IIMBx
- Strategic Management, IIMBx
- Data Representation and Visualization in Tableau, RITx
- Machine Learning and AI with Python, HarvardX
- Introduction to SQL, IBM
- Corporate Finance, ColumbiaX

EXTRA CURRICULARS

- Represented school in district and state-level basketball.
- Skilled and passionate guitar player.
- Power-lifting Enthusiast (Deadlift: 210 kg, Squat: 185 kg).
- Fluent in English and Hindi, Beginner in French.