

RAVI KUMAR SINGH

MBA

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SCHOOL OF
BUSINESS MANAGEMENT
MUMBAI

Product Design at TEKsystems		Secured client renewal		Student Lead, ITER		Built Claude Code Agents	
SUMMER INTERNSHIP						VARAHE ANALYTICS	
• Ran 16 discovery sessions with team leads to turn know-how scattered across Drive, Slack, decks into one shared data schema • Cut new-joiner onboarding from 2–4 weeks to one read (per team leads) by shipping a single SOP portal for all 16 Varahe teams • Productized multi-agent video workflow into 1 entry point: think-tank scripting, specialist build and reviewer-agent QC gates • Owned 4 pipeline contracts; stress-tested them on 7 channels with real briefs and traced each failure to a contract-level fix							
WE CARE: CIVIC ENGAGEMENT						TATA STEEL FOUNDATION	
• To migrate under-performing students (scoring <60%) to the 70-80% bracket using, selective syllabus targeting, and trend analysis							
WORK EXPERIENCE						55 MONTHS	
TEKsystems Global Services		Module Lead			Oct '20 – May '25 (55 Months)		
Roles and Responsibilities	• Led 8 member cross functional team, driving product design and client requirement finalization • Strategized Airflow configs creation to run 10 times faster resolving dependencies for 1200 DAG • Secured client renewal by revamping architecture and deploying 70% of their environment solo • Deployed 3 critical production systems IVR BOT ensuring zero downtime for enterprise clients • Researched and integrated multiple cloud services and SaaS into a self service virtual assistant						
Achievements	• Received Rising Star Award for designing the new architecture of the IVR PwR bot Apr 2023 • Received Quarter Award for RnD in cloud functions, GCP security and automation. Jul 2021						
ACADEMICS							
Qualification	Institute	Board / University		% / CGPA		Year	
MBA	SBM, NMIMS, Mumbai	NMIMS		7.38/10		2027	
BTech (CSE)	ITER, Bhubaneswar	SOA University		8.79/10		2020	
XII	St. Mary’s English High School, Jamshedpur	CBSE		75.20%		2016	
X	St. Mary’s English High School, Jamshedpur	CBSE		83.60%		2014	
Key Modules (MBA)	Strategic Cost Management, Business Research Methods, Storytelling with Data, Digital Product Design & Development, Intercultural and Strategic Communication, Strategic perspectives in Indian Businesses						
PROJECTS							
Corporate	• Tata Steel: Synthesized a customer survey to collect data for IT service provided, deployed the survey webapp using Python Flask server to collect responses from the employees						
Academic	• Product Management and Marketing: Built an MVP for a short-term stay booking app using AI tools and led primary user research via a Kano survey to prioritize key features and inform the product roadmap • Technology Consulting: Developed account plan and AI-led cloud transformation roadmap for an Indian power utility, identifying priority use cases, designing RFP and framing response proposal • Integrated Marketing Communication: Developed a ₹75 Cr IMC strategy to bridge discovery-to-purchase funnel, targeting 6 Mn WAU and 75% conversion through 7 integrated consumer touchpoints						
POSITIONS OF RESPONSIBILITY							
Student Lead, ITER	• Handled End to End operations of written test, interview and GD for 50+ companies • Drove campus placements outcomes for 1000+ engineering graduates						2020
Secretary, Interact Club	• Assisted in conducting intra school event that successfully engaged over 300 students • Raised the Interact Club fund from Rs 3000 to Rs 45000 through strategic initiatives						2016
CO-CURRICULAR & EXTRACURRICULAR ACTIVITIES							
Achievement	• Millenium Scholarship, Tata Steel Limited						2026
Technical	Successfully completed Practical Application of Generative AI for Project Managers, PMI						2026
	Successfully completed Foundations of Project Management, Coursera						2026
	Successfully completed Product Management, Building a Product Strategy, LinkedIn						2025
	Successfully completed Digital Marketing Foundations, LinkedIn						2025
	Successfully completed Generative AI for Product Managers, LinkedIn						2025
	Successfully completed Inbound Certified, HubSpot Academy						2025
	Successfully completed GA4 Essential Training, LinkedIn						2025
	Successfully completed Designing Agentic AI Products (No Code Required),						2025
	GCP certified Associate Cloud Engineer						2023
Interests / Hobbies	• Driving cars and Photography						