Ankur Kumar | PGP 26407 | Male | 22

EDUCATION

B.Tech(CSE)	Rajiv Gandhi Institute of Petroleum Technology (RGIPT), Amethi	**9.34/10**	**A+/A*** in **32/57** courses	2026
Class XII	Delhi Public School, Ranchi (CBSE)	**97.83%**	≥ **97%** in **5/6** subjects	2022
Class X	Delhi Public School, Ranchi (CBSE)	**97.16%**	≥ **96%** in **5/6** subjects	2020

SCHOLASTIC ACHIEVEMENTS

Academic Excellence	• Graded **A & above** in **45 of 57** courses **(78%)** | **A+** in **29** courses & **A***(Outstanding Performance) in **3** courses	2026
	• Ranked **4/561** in Class XII (**Top 1%**) | Scored **100** in Physical Education and **99** in Mathematics & Graphics	2022
	• Ranked **9/337** in Class X (**Top 3%**) | Scored **99** in Mathematics, Social Science & Information Technology	2020
Hackathons & Competitions	• **Top-5** among **1500+** teams as Team Lead of **4 members** in Level SuperMind **Hackathon** by AWS & Langflow	2025
	• Won **₹5L** seed grant & incubation (**1 of 10** startups from **1,050+** applicants) by **Cisco thingQbator** Cohort 6	2024
	• **1/25** of **875+** teams, **National Grand Finalist** in Dark Patterns Buster Hackathon, Consumer Affairs Ministry	2024
	• Won **₹1L** as winner (**1 of 500+** teams) in Smart India Hackathon|Built AI procurement platform for GOI	2023
	• Ranked **7th** in Jharkhand state in **NTSE** Stage I|Qualified **IOQA** in Astronomy conducted by IAPT & HBCSE	2021
Scholarships	• **₹2L** scholarship awarded to **1 of 5000** meritorious students by Reliance Foundation Undergraduate Scholarship	2023

PROFESSIONAL EXPERIENCE (3 months)

Damco Solutions Pvt. Ltd. — **Project Lead** — **Mar'26-Jun'26**

Business Impact	• **90%** reduction achieved in lead **TAT** (**2-3 days** to <**4 hours**) through end-to-end **AI** workflow automation
	• **60%** optimization in manual effort saving over **250+ person-hours per month** across sales and marketing operations
	• Cut QA and regression effort **40%** and delivered an enterprise AI platform integrating Salesforce CRM and enrichment
Leadership	• Led a **10+ member** cross-functional team of Product, Engineering, UI/UX, Backend, QA & AI through **E2E** delivery
	• **5** AI automations built across lead capture, enrichment, routing & CRM sync reducing manual intervention across ops

INTERNSHIPS & PROJECTS

Ringwise Technologies Pvt. Ltd. — **Product Manager** — **Sep'25-Jun'26**

Key Initiatives	• Owned **3+ AI** automation products from discovery, PRDs to deployment, leading **5** engineers across **30+ releases**
	• Managed **3+** enterprise clients & authored **10+ PRDs** defining product roadmap, feature specifications & requirements
	• Cut manual effort by **40%** and saving **60+ man-hours/month** by building **AI** automation & error-handling tools
Business Impact	• **25%** higher client satisfaction and retention across managed accounts through continuous product improvements
	• **30%** faster client response and resolution across **3+ enterprise** accounts through structured product workflows
	• Raised test coverage to **85%** and cut QA and regression time **50%** through end-to-end UAT and automation testing

TalentED (now Yapassio) — **Founding Engineer (Founding Team)** — **Jul'2024-Jul'25**

Business Impact	• Generated **₹3.5 Lakh+** initial recurring revenue via early-stage **B2B/B2C SaaS** subscription and pilot licensing
	• Secured **₹5 Lakh** seed funding at Cisco thingQbator by leading **18** live product demos for investors and panels
	• **70%** higher customer satisfaction through continuous product improvements and structured customer feedback loops
Key Initiatives	• Built the AI career guidance platform **0 to 1** with a **4**-member team validating product-market fit across **2500+** students
	• Led the AI recommendation engine across **20+** domains & **100+** pathways building **25+** APIs cutting latency by **60%**
	• Participated in **50+ customer discovery sessions** and improved the overall customer onboarding efficiency by **40%**

POSITIONS OF RESPONSIBILITY

Head Placement Coordinator	• **~26.67%** average CTC uplift (~₹7.5 to ~₹9.5 LPA) with placements grown **71 to 180** highest in institute history	2025
	• **180** placed at **~70%** with **~199** offers across **256** eligible students (**302** registered) and **7** branches	
	• Elected **1 of 5** coordinators for ~**177** CS-cluster students leading a **12-member** team for **25+** recruiters	
	• Onboarded **20+** new recruiters including Flipkart, Siemens, Swiss Re and Groww upgrading the recruiter base	
General Secretary, S&T Council	• **1 of 400+** selected as General Secretary reviving the post-COVID Council institute's largest technical body	2024
	• Led a **150+** member coordinator team across **5** clubs recruiting and mentoring coordinators across **50+** posts	
	• Drove **6x** membership growth (**50 to 300+**) building **15+** corporate partnerships and **30+** events and workshops	
	• **1 out of 85+** to be awarded Best Office Bearer across the institute's **4** councils by the Dean of Student Affairs	
Overall Coordinator, Urjotsav'24	• Raised **₹10L+** sponsorship from **30+** corporate partners and managed a **₹14L+** budget at **20%** YoY growth	2024
	• Personally secured **₹7L+** sponsorship onboarding partners including SBI, ICICI, HPCL and Krafton India	
	• Led **250+** volunteers and **150+** coordinators to a **2000+** footfall **two-day** annual technical festival	
	• Received Best Creativity Team and Best Publicity Team awards across all **4** fests of the institute	
Founder, Astronomy Club	• **Founded** RGIPT's first Astronomy Club building a **30-member** core team and engaging **500+** students	2023
	• Organized **10+** astronomy initiatives including stargazing sessions, workshops, quizzes and expert lectures	
	• Launched AstroNova the monthly astronomy magazine reaching **2000+** readers promoting scientific awareness	

EXTRA-CURRICULAR & SOCIAL INITIATIVES

IIMA	• **1st Prize** in Ideathon **Case Competition** (**1 of 42** teams, **3 of 124** participants) conducted by Agile CCC Club	2026
	• Ranked **1st out of 26** teams in PowerPoint Karaoke Competition '**Present Tense**' by GMLC & Eloquence	2026
	• Built the IIMA Marketplace serving **1200+** students across **20+** buying and selling categories under Agile CCC	2026
	• **1 of 17** selected from **169** applicants for The ProdMan Club of IIMA and **1/1** of **15** for Speakers Cell	2026
Competitions	• Selected **1/5000 from 100,000+** participants in Amazon ML Summer School for ML, DL & GenAI training	2025
	• **1st Prize** among **4,000+** entries in Cosmic Canvas **Astrophotography** Contest by LIGO-India DAE and DST	2025
	• **National Rank 3** of **8,000+** in SEBI-NISM Financial Literacy **Quiz** 2024 winning a **₹25,000** cash prize	2024
Gyanarpan, Amethi	• Led **50+** volunteers as PR and Documentation Head cutting student dropout by **40%** across **1400+** students	2024
	• Reduced student dropout rates **40%** through personalized academic counselling and parent-volunteer outreach	

HOBBIES	Astrophotography	Badminton	Geopolitics	Cinephile

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