

Nakul Chaturvedi

7427841731 | Mumbai | nakulchaturvedi.work@gmail.com |  LinkedIn |  Github

EXPERIENCE

Corefinexperts Global Technologies Private Limited (DhanXpert)

Feb 2026 – Apr 2026

Founder's Office Intern (Product / Analytics / Strategy)

Pune, Maharashtra

- Activation was leaking at onboarding: **mapped the full product-to-revenue funnel** using SQL and Excel, identified high drop-off stages, and drove a 30% improvement in 7-day activation rate in first month of joining.
- Platform had no structured supply or demand engine: **onboarded 30+ financial experts** end-to-end and **acquired 100+ new customers** via targeted campaigns and direct sales, **owning the full user lifecycle on both sides**.
- Eliminated process leakages in the onboarding journey through **structured root-cause analysis**, **Closed 2 Partnership Deals with BookMyShow etc Brands**, **designed** sharper cadences and iteration frameworks and **UX/UI to reduce time-to-value for new users**.

S.P. Ventures Pvt Ltd. And State Municipal Corporation

Dec 2025 - Jan 2026

Founder's Office Intern (Ops / Analytics)

Kota, Rajasthan

- Analyzed operational data for 100+ municipal vehicles, **improving deployment tracking and route efficiency**.
- Built SQL queries and automated Power BI dashboards for real-time fleet performance monitoring, **resulting in a 15% reduction in vehicle downtime**.
- **Contributed to a government-backed vehicle tracking application** to enhance real-time visibility and operations

BeerBiceps (The Ranveer Show)

May 2024 - Jun 2024

Founder's Office Intern (Media / Strategy)

Mumbai, Maharashtra

- Guest operations handled: **built and owned end-to-end coordination for 10+ guests and brand collaborators**, covering briefing, scheduling, and post-production follow-up across every engagement.
- **Contributed to multi-platform content strategy and creator partnerships**, supporting campaign planning and audience growth execution across YouTube, Instagram, and Spotify.

PROJECTS /CERTIFICATION

Vendor Performance & Process Efficiency Analytics

SQL, Excel, Power BI

- Cleaned and analyzed 50+ procurement and vendor records to evaluate on-time delivery rate, lead time variance, and defect rate through interactive Power BI dashboards, **reducing vendor evaluation time by 40%**
- **Identified 12% low-performing vendors** and key operational bottlenecks, contributing to a **15% improvement in on-time deliveries** and **8% reduction in procurement risk**

Customer Churn & Business Analytics

SQL, Excel, Power BI, Claude API

- **Extracted and cleaned 10,000+ customer records to identify key churn drivers**, Created predictive models with 80% accuracy, and developed interactive dashboards tracking 15+ KPIs, enabling data-backed retention strategies and **improving decision efficiency by 25%**.

Certifications

- **HubSpot Revenue Operations Certification** (HubSpot Academy)
- **Professional Certification in Operations Management** (Project Management Institute)
- **Lean Six Sigma Certification** (Project Management Institute)
- **Financial Analysis & Modeling Certification** (CFI)

SKILLS

Programming & Query: Python (Pandas, NumPy), SQL (Complex Joins, CTEs, Data Extraction, Cleaning).

Data Visualization & Reporting: Power BI, Advanced MS Excel (Pivot Tables, Power Query, XLOOKUP/VLOOKUP, Dashboarding), MS PowerPoint, MS Word, Data Modeling, KPI Tracking, Performance Analysis, Business Insights.

Rev Ops & GTM Tools: HubSpot (CRM, Workflows, Dashboards), Funnel Analysis, KPI Dashboard Design, GTM Process Design, Onboarding Optimization, Sales Funnel Reporting.

Operations & Supply Chain: Process Optimization and Improvement, Vendor Analytics, Demand Planning, Six Sigma.

Strategy & Growth: Business Analysis, Market & Trend Analysis, Growth Experimentation, Operational Strategy.

Soft Skills: Proficient Verbal and Written Communication, Stakeholder Management, Team Leadership, Cross-team Collaboration, Critical Thinking, Public Speaking, Sales and Revenue

EDUCATION

National Institute of Technology (NIT Surat, *Bachelor of Technology*) 6.64 CGPA

Nov 2022 – May 2026

Jawahar Navodaya Vidyalaya Kota (10th 94.4%, 12th 93.6%)

Apr 2018 – Mar 2021

LEADERSHIP

Manager, *MINDBEND*

July 2024 – May 2025

Managed 60+ executives and led a mega event Dalal Street which is based upon real time stocks trading in which **300+ teams participated**. Handled logistics, and student engagement and securing **sponsorship from Stock Gro**.

Head, *Cutting Edge Visionaries*

Jun 2024 – May 2025

Case study Competition generating **18000+ impressions, 500 participants** from multiple IITs, NITs, IIMs and tier 1 and 2 colleges.