Age: 22 years
Experience: 13 months
Portfolio Link: shikharkumar.me

SHIKHAR KUMAR

GREAT LAKES GURGAON

PROFILE SUMMARY

Digitized hospital operations for 30+ staff, then built the reporting tools a sales team ran on, scoring and dashboarding the data behind both. Now configuring ERP systems and bridging client requirements to delivery teams

PROFESSIONAL EXPERIENCE

Operations Manager, Vikalp Hospital May 2024 - May 2025

- Ran workforce operations for 30+ clinical and support staff: attendance, rostering, overtime & operation theatre scheduling built from attendance & footfall data, **cutting workflow delays by ~15%**
- Replaced the paper attendance and staff records system with a digital one: mapped the **as-is** process**, ran fit-gap**, tested, cut over and trained every user to full adoption
- Ran **procure-to-pay** end to end, from tenders, vendor evaluation to PO approval, clearance, tracking spend to hold purchase costs down

INTERNSHIP

Sales & BD Intern, INME Learning Apr 2026 - June 2026

- Closed 22 enrolments worth **₹18 lakh+** in booked revenue from 2,500+ outbound calls, twice winning Top Performer of the Week with a company-record 146 connects in a day
- Built the **INME SUITE** of tools adopted by **24+ reps**, cutting per-call admin from **~10 min to under a minute**

Product Manager Intern, Betfoc May 2025 - Sep 2025

- Coordinated **3 client accounts** as the link between developers and clients, running a weekly cadence of **4+ meetings** to track requirement changes, updates and pre-onboarding readiness

ACADEMIC PROJECTS

- **ERP Consulting Challenge:** Configured **five modules** for a B2B distributor covering master data, GST and reordering rules; ran **fit-gap** against requirements, took one **order-to-cash** cycle end to end
- **Receivables Risk Scoring** (deployed)**:** Built a gradient-boosting model scoring **30,000 accounts** at **0.78 AUC**; the top 20% by score hold **51% of all defaults**, a **2.6x lift** over chasing accounts in ledger order
- **Purchase Approval Process (BPMN):** Modelled a manufacturer's purchase approval flow across **4 swimlanes and 2 gateways**, fixed the value threshold requiring **Finance sign-off**, and wrote **6 business rules** mapped directly onto the diagram

QUALIFICATIONS

Degree	Institute/ University, City	%/CGPA	Year
PGDM	Great Lakes Institute of Management, Gurgaon	3.68/4	2027
B.Sc. (General)	Chhatrapati Shahu Ji Maharaj University, Kanpur	65.22%	2024
12th	B.S.S. Education Centre, Kanpur	72.60%	2020
10th	Pt. Deen Dayal U.S.D.V., Kanpur	86.33%	2018

KEY SKILLS

- **ADVANCED EXCEL**
- **POWER BI & DATA VISUALIZATION**
- **BUSINESS & REQUIREMENT ANALYSIS**
- **PROCESS MAPPING (BPMN)**
- **ERP CONFIGURATION & IMPL**
- **PYTHON, SQL**
- **CLIENT ENGAGEMENT**
- **STATISTICS & DATA MODELLING**

CERTIFICATES

- Advanced Certificate in Digital Marketing & Communication I MICA Ahmedabad I 2026 I 26 weeks
- CCC (Course on Computer Concepts) I NIELIT Delhi I 2024 I 12 weeks

AWARDS & ACHIEVEMENTS

- Top Performer of the Week x2, INME Learning, 2026
- **Dean's Merit List x2**, 1st Year PGDM, Great Lakes Gurgaon, 2025-26

POSITIONS OF RESPONSIBILITY

- President, MarQuest - The Marketing Club of Great Lakes Gurgaon, 2026 - ran **10+** national case competitions and 20+ campus events, **10,000+ footfall**
- Head SPOC Social Media, Crest 2025 - The Annual Management Fest, Great Lakes Gurgaon, 2025

EXTRA-CURRICULARS

- Built marquest.in, authenticated platform (Google login, **7 modules**): newsroom, aptitude mocks, GD & guesstimate practice; **16,000+ students, 40+ B-schools**, 2026
- Built, scaled & **exited** Yukki Music Bot, an open-source Telegram bot, to **250,000+ groups, 20M+ users** & 1,300+ GitHub stars; sold for **₹6 lakh**, 2021-25

LANGUAGES

- English
- Hindi