ADITYA PRATAP RANA

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Education

Birla Institute of Technology and Science, Pilani, Pilani Campus Jul 2022 - Jun 2027
B.E. in Electronics & Instrumentation Engineering and M.Sc. in Physics Pilani, India

Skills

Product: Product Strategy, Product Discovery, User Research, Roadmapping, PRDs, Product Analytics, A/B Testing, KPI Analysis
Execution: Stakeholder Management, Agile, Kanban, Cross-functional Leadership
Technical: SQL, PostgreSQL, APIs, Data Modelling, Figma, Tableau
AI: LLM Products, Prompt Engineering

Work Experience

IntervieHire Feb 2026 – Aug 2026
Founder Delhi, India

- Scaled AI hiring platform, driving **15L+ revenue** through product strategy, customer discovery and Kanban execution.
- Improved evaluation through **LLM engine** with prompt engineering, rubrics, contextual follow-ups and structured scoring.
- Streamlined hiring decisions with **AI screening, candidate reports and recommendations** built on structured data.
- Architected scalable **PostgreSQL** data layer with relational modelling and APIs connecting product and workflows.

BARC - Bhabha Atomic Research Centre May 2024 - July 2024
Summer Intern Vishakhapatnam, India

- Improved power transmission efficiency by **15%** and cut costs **12%** through data-led optimisation recommendations.
- Converted performance data into **actionable Tableau insights**, partnering cross-functionally to improve efficiency.
- Earned **Letter of Recommendation** from BARC(V) Project Director as the **only intern** recognized for project impact.

Projects

SSMS Smart Mess Platform May 2025 - Feb 2026
Project Management

- Led 0-1 mess app , defining roadmap and **A/B pilot**, used rating feedback to optimize menus, driving +**15%** attendance.
- Launched dynamic QR payments + digitized bookings system, reducing fraud by **20%** and fake signups by **20-30%**.
- Automated rebate processing via **SQL validation**, increasing legitimate utilization by **40%** while improving efficiency.

HiringMap Jul 2026 - Aug 2026
Builder

- Launched **HiringMap in one week**, owning product, data and engineering across **7,532 companies and 13,177 jobs**.
- Evaluated **202 public ATS APIs** and licensed data, balancing speed, data quality and platform risk under constraints.
- Scaled **13K+** jobs with **PostgreSQL, geospatial modelling and deduplication**, balancing coverage, quality and scalability.

Delivery Reliability and Retention Teardown Jan 2025 - Feb 2025
Product Management

- Analyzed **38%** repeat-order decline, identifying delivery reliability/fulfillment delays as key operational retention drivers.
- Prioritized dispatch and batching improvements using **RICE(96)**, identified gaps to project +**18% D30** retention.
- Defined **Weekly Repeat Purchase** Rate as the North Star metric, linking delivery accuracy to customer retention.

Positions of Responsibility

President May 2024 - Apr 2025
Society for Student Mess Services

- Improved adoption across **5,000+** user base through vendor optimization, driving **60%** growth, managing **29Cr** budget.
- Built a proposal by validating demand and improving workflows, securing **3-year, 91Cr+** contract and **70L+** investments.
- Grew revenue **19%** (coupons) and **225%** (surplus sales), scaled takeaway to 1Cr+ and boosted engagement revenue **6%**.

Coordinator Nov 2023 – Nov 2024
Hindi Activities Society, Birla Institute of Technology and Science

- Managed a **1.1Cr budget**, optimizing vendor negotiations and securing a **30L** partnership to improve cost efficiency.
- Generated **44L** revenue while controlling **24.5L** expenses through data-driven planning and financial forecasting
- Coordinated execution across an **18+** member team, delivering large-scale events for **10,000+** users efficiently..

Secretary Jun 2024 – Jan 2026
Radioaktiv, Birla Institute of Technology and Science

- Generated **10L+** revenue (**67%** ROI) on a **6L** budget by revenue modeling, pricing, vendor negotiations and outreach.
- Launched **4** programs (**3 first-of-their-kind on campus**), validating demand and pricing to build scalable offerings.
- Directed a two-tier team of **50+** members, coordinating **3,000+** participants across events, ensuring flawless execution.

HULT Prize Foundation Aug 2023 - Mar 2024
Campus Director

- Mentored early-stage startups to regional level, securing **1Cr** funding at **$1M** valuation and strengthening venture pipeline.
- Identified sponsorship as key growth lever and led **4**-member team securing **40K+** partnerships, scaling to a **100+** cohort.
- Streamlined execution workflows and stakeholder coordination, building scalable processes for program delivery..

COMPETITIONS

2nd Prize, BITSHACK Campus Hackathon

- Delivered solution to a real-world problem through problem framing, execution, and iteration, among **100+** participants.