

Anupam Kumar

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Profile

Strategy and operations-focused Computer Science Engineering student with hands-on experience working as COO in early-stage startups. Proven ability to drive business planning, financial modeling, idea validation, and product strategy within startup and SaaS environments. Experienced in market research, feature prioritization, and data-driven decision-making to support scalable product development and revenue growth.

Core Skills

Strategy & Operations

- ❖ Business Strategy & Execution
- ❖ Idea Validation & Product-Market Fit
- ❖ Market Research & Competitor Analysis
- ❖ Product Thinking & Feature Prioritization
- ❖ Startup Operations & Scaling
- ❖ Business Planning & Financial Modeling

Data Analysis & Decision Making

- ❖ Data-driven Decision Making
- ❖ Financial Modeling & Forecasting
- ❖ SQL (Advance Business Queries)
- ❖ Microsoft Excel (Business & Financial Analysis)
- ❖ Python (Pandas, NumPy for Analysis)
- ❖ Data Visualization & Reporting(Business Insights)

Collaboration & Leadership

- ❖ Cross Functional Team Collaboration
- ❖ Financial Modeling & Forecasting
- ❖ Founder & Stakeholder Communication
- ❖ Startup & SaaS Environment Experience

Experiences/ Achievements

❖ Chief Operating Officer (COO)

Innovience | Startup / EdTech

August 2024 – September 2025

- Led day-to-day strategy and operations for an early-stage education-focused startup, supporting product development and execution across multiple initiatives.
- Worked closely with founders, product, and tech teams to translate ideas into executable product and operational plans.
- Developed detailed business plans and financial models aimed at scaling the startup to ₹10L+ in projected revenue.
- Conducted idea validation, market research, and competitor analysis to align product offerings with student and market demand. Supported product strategy through feature prioritization and operational planning within a startup and SaaS-style environment.

❖ Strategy & Operations Contributor

PadhaiExpress | Logistics Startup

Project-based

- Designed a business plan and financial scaling roadmap targeting ₹3–5L in revenue for an early-stage education platform
- Assisted founders in refining product positioning, pricing approach, and execution strategy
- Conducted market research and competitor analysis to support data-driven business decisions
- Contributed to operational planning and early-stage startup execution initiatives

❖ Project Manager (Remote)

RevUp Lifeskills | EdTech / Skill Development

Remote / Project-based

- Managed end-to-end execution of skill development and learning projects in a remote startup environment
- Coordinated with cross-functional teams including content, tech, and operations to ensure timely project delivery
- Planned project workflows, tracked progress, and resolved execution bottlenecks to maintain delivery timelines
- Supported operational planning and execution for student-focused programs and initiatives
- Worked closely with stakeholders to align project outcomes with business and learning objectives

- Supported the setup of the brand's MVP and website by contributing to product and business strategy planning
- Proposed product structure, business model considerations, and operational workflows for early-stage launch

Projects

❖ IDEANIX – AI-Based Startup Support Platform

Tech: Python, React.js, MongoDB, AI/ML

- Built dashboard for project tracking and collaboration.
 - Integrated modules for IPR, investor, and freelancer management.
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❖ ML-Based Finance & Trading Models

Tech: Pandas, Scikit-learn, XGBoost

- Built sentiment analysis models from financial news.
 - Applied ML algorithms for price prediction and risk assessment.
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❖ Internship & Hackathon Management Portal

Tech: React.js, Firebase, Express.js

- Developed dashboards for intern tracking, submissions, and mentor feedback.
 - Integrated real-time collaboration features for hackathon teams.
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❖ Solar-Powered Remote Grass Cutter

Tech: IoT, Solar Panel, Embedded Systems

- Designed remote-controlled, solar-powered cutter with 95% coverage.
 - Reduced emissions by 90%; implemented adjustable cutting height (1.5–4 in).
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❖ Event Management System

Tech: HTML, CSS, JavaScript

- Built a web platform for event scheduling, attendee registration, and task tracking.
 - Increased event planning efficiency by 65%.
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❖ Carbon-Offset-as-a-Service (COaaS)

Tech: Python, Supabase, GCP, AWS

- Developed a cloud-based ML platform to track and offset carbon emissions.
- Integrated sustainability APIs and automated carbon credit allocation.

Education

- ❖ B. Tech Computer Science Engineering August 2023- June 2026
 - K.L University, Vijayawada, Andhra Pradesh
 - Current CGPA in 2nd year 9.31
- ❖ Diploma in Mechanical Engineering October 2020- June 2023
 - VMIT Ranchi, Jharkhand
- ❖ Class 10 (CBSE) March 2010- July 2020
 - M.G.M. Higher Secondary School, Bokaro Steel City

Certifications

- ❖ Google Cloud Computing
- ❖ Google Project Management
- ❖ NSDCs PMKVY 4.0: SOFTWARE PROGRAMMER
- ❖ FINTECH PROFESSIONAL CERTIFICATE-4
- ❖ Salesforce AI Specialist
- ❖ Salesforce AI Associate

Links

- ❖ **LeetCode:** [Anupamkumar07](#)
- ❖ **Code chef:** [anupamkumar07](#)
- ❖ **Behance:** [anupamkumar07](#)
- ❖ **Git Hub:** [AnupamKumar07](#)
- ❖ **Hacker Rank:** - anupam_singh_001