

KAMAL CHAWLA

kamal.chawla92@gmail.com

+91-7060-334-320

EDUCATION

2020-till date	University of Delaware, USA <i>PhD, Educational Statistics & Research Methods</i>
2016	Indian Institute of Technology, Roorkee, India <i>M.Sc, Industrial Mathematics & Informatics, 70.4% or 6.54/10.00</i>
2013	Sri Venkateswara College, University of Delhi <i>B.Sc(Hons) Mathematics,73.64%</i>

RESEARCH EXPERIENCE

Master's Thesis	Dec 2015 – May 2016 Department of Mathematics, Indian Institute of Technology, Roorkee, India <ul style="list-style-type: none">Performed Radial Based Differential Quadrature Method on Ordinary and Partial Differential Equations in order to solve various physical, mathematical and scientific problems
Projects	Aug 2015 – Nov 2015 Department of Mathematics, Indian Institute of Technology, Roorkee, India <ul style="list-style-type: none">Analyzed Differential Quadrature Method to solve ordinary differential equation Oct 2012 – Dec 2012 Department of Mathematics, Sri Venkateswara College <ul style="list-style-type: none">Found the shortest route among all the colleges of University of Delhi spread across Delhi in terms of time and distance using Floyd-Warshall Algorithm
Visiting Researcher	May 2015 - July 2015 National Institute of Hydrology, Roorkee, India <ul style="list-style-type: none">Prepared a stage- discharge report of Dhond HO, a hydroelectric project in Maharashtra, India using Adaptive Neuro Fuzzy Inference System(ANFIS)Compared the results of ANFIS with other statistical tools and conclude which tool is appropriate in finding out the results

WORK EXPERIENCE

Area Manager/Quantitative Aptitude Trainer

Jun 2016-July 2020

Manya-The Princeton Review, Noida, India

- Target Achievement(Sales)**

Responsibilities

- Planned & Ensured the achievement of sales and market targets and growth in Noida Region
- Spearheaded a gamut of operations which included managing distributions, driving sales force, objective setting, delivering primary and secondary sales numbers, scheme designs, promotions and closing of sales
- Managed productive and efficient team and maximizing conversion percentage by supervising sales & marketing manpower; tracking performance of company's sales unit

Achievements

- Achieved 100% sales targets continuously for 18 months
 - Best conversion rate by the Noida team among all the centers in North India
- **Teaching**

Responsibilities

 - Prepared and delivered lectures on quantitative aptitude for **PSAT, SAT, GRE and GMAT, AP(Statistics)** examinations
 - Organized **course content**, prepared **oral lectures** and **student notes** for all international test
 - Took special lectures on “**vedic mathematics**” in order to teach short tricks and techniques for solving mathematical problems

Achievements

 - Successfully boosted the average scores of the students
 - Students placed in the top universities like NYU, UC Berkeley, UC San Diego, SDA Bocconi, Italy, HEC Paris
 - **Customer Satisfaction and Team Management**

Responsibilities

 - Delivered quality products to the end customer and resolving customer complaints in an efficient manner thereby enhancing satisfaction
 - Ensured inventory availability, facility management and centre administration for smooth business continuity
 - Built cordial business relationships with the regional manager & BD Team for business development through visibility drive, events, in pre & post sales negotiations to achieve desired objective

Achievements

 - Ran promotional campaigns across various schools and colleges in Noida Region
 - Set up the new centre for the company in Greater Noida

WORKSHOPS AND CONFERENCES

- Attended a two day workshop on “**LINEAR ALGEBRA and ITS APPLICATIONS**” at Lady Sri Ram College, **University of Delhi** & participated in MATLAB programming sessions

EXTRA COURSES

- Completed a course on “**Introduction to Mathematical Thinking**” on coursera.org with 84.7%.
- Completed the course on “**Introduction to R for Data Science**” on edx.org.

COMPUTER KNOWLEDGE

Tools: R, MATLAB, Microsoft Excel, *Mathematica*

BOOKS & PUBLICATIONS

Title: *Kar Kuch Aisa*

Publisher: Notionpress

Genre: Poetry (Hindi)

- **Description:** In today's world, everybody is struggling in their own lives. The simple subtleties of life have the greatest power to empower, inspire and strengthen us to be victorious in life. It could be anything a person or a thought. This book is all about the thoughts that make us vibrant. I tried to convey such thoughts in a motivational way

AWARDS/EXTRA CURRICULAR ACTIVITIES

- **“Meritorious Student”** in Essay Writing Competition conducted by Students’ Council, IIT Roorkee
- **First prize** in Essay Writing Competition at the District Level conducted by Agra REDCO’s campaign **“My Clean City”**
- Secured **ALL INDIA RANK-206** in Joint Admission Test for M.Sc(JAM) conducted by IITs Joint Admission Board in 2014
- Secured **ALL INDIA RANK-50** in University of Delhi Entrance Test for M.Sc in Mathematics
- Member of College Hockey Team for the year 2010-11
- Vice President of Junior Student Council in 2004-05