

# Denzil Josteve Fernandes

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## EDUCATION

<b>HEC Paris</b> <i>Master in Management – Digital Innovation and Acceleration (GPA: 3.62/4)</i> Ranked #1 Master in Management worldwide by the Financial Times	Paris, France Sep. 2022 – Oct. 2025
<b>PES Institute of Technology, Bangalore South Campus</b> <i>Bachelor of Engineering – Information Science and Engineering (GPA: 8.47/10)</i>	Bangalore, India Aug. 2016 – Aug. 2020

## PROFESSIONAL EXPERIENCE

<b>Wabtec Corporation</b> Digital & AI Strategy Intern	Paris, France Feb. 2025 – Apr. 2025
<ul style="list-style-type: none"><li>Identified and prioritized 20+ digital and AI-driven strategic initiatives, supporting transformation roadmap development</li><li>Built structured analyses and decision-support materials for senior stakeholders, enabling prioritization of high-impact opportunities</li><li>Translated complex business and technical inputs into clear strategic recommendations and execution plans</li><li>Collaborated cross-functionally to align digital transformation initiatives across business and technical teams</li></ul>	
<b>Sunshine Concrete Blocks</b> Logistics & Supply Chain Intern	Bengaluru, India Jun. 2023 – Apr. 2024
<ul style="list-style-type: none"><li>Analyzed operational and inventory data using Excel, identifying key performance drivers across fulfillment cycles</li><li>Reduced excess inventory by 25% through data-driven forecasting and optimization models</li><li>Designed centralized reporting dashboards improving real-time visibility for decision-making</li><li>Enabled cross-functional alignment via structured KPI tracking and reporting frameworks</li></ul>	
<b>180DC HEC Paris</b> Digital Consultant & Team Leader	Paris, France Feb. 2023 – Jun. 2023
<ul style="list-style-type: none"><li>Led consulting workstream, structuring ambiguous business problems into clear frameworks and actionable recommendations</li><li>Synthesized qualitative and quantitative insights into executive-ready deliverables (presentations, dashboards)</li><li>Developed KPI frameworks enabling performance tracking and strategic decision-making</li><li>Coordinated team execution while ensuring clarity, rigor, and high-quality outputs</li></ul>	
<b>Wipro Ltd.</b> Project Engineer, Open-Source Program Office (OSPO)	Bengaluru, India Sep. 2020 – Jun. 2022
<ul style="list-style-type: none"><li>Delivered 50+ automation solutions, improving operational efficiency across cloud and enterprise workflows</li><li>Coordinated cross-functional stakeholders to align business requirements with technical execution</li><li>Supported Agile project execution, including sprint planning and delivery tracking</li><li>Contributed to continuous improvement initiatives across product lifecycle and deployment processes</li></ul>	
<b>GetMyUni</b> Digital Marketing Intern	Bengaluru, India Jan. 2020 – Feb. 2020
<ul style="list-style-type: none"><li>Managed lead acquisition, segmentation, and nurturing workflows using Salesforce CRM across multi-channel campaigns (Push, Email, Google Ads, SMS)</li><li>Optimized 75+ landing pages based on user behavior analysis, improving conversion rates by 15%</li><li>Automated lead processing with Python scripts, reducing processing time by 40%</li></ul>	

## PROJECTS

- Master's thesis:** Blockchain-backed NFTs as digital proof of authenticity – developed a solution to enhance product transparency and combat counterfeiting
- Ongoing:** No-code Retrieval-Augmented Generation (RAG) application using AstraDB for large language models
- StrategyJEDI:** Led the development of a full-stack AI-powered strategic consulting platform using Antigravity (low-code) and Groq to generate multi-framework business analyses across 15+ consulting frameworks
- hiringJEDI:** Led the development of a full-stack LLM-based solution using Antigravity (low-code) and Groq to optimize resumes and cover letters for job descriptions, enabling automated match scoring and AI-driven content generation
- AI Agent System (Antigravity + Groq):** Developed a low-code, workflow-driven AI agent enabling structured task execution and decision support using large language models
- Custom GPT Suite:** Built 15+ specialized AI assistants for career optimization, product strategy, decision support, and financial analysis using structured prompt engineering and expert reasoning frameworks.

## SKILLS & CERTIFICATIONS

<b>Skills:</b>	Business Strategy, Business Analytics, Project Management (Agile – SCRUM, DevOps), Market & Operational Analysis, Digital Transformation, Generative AI (LLMs, RAG, AI Agents)
<b>IT Skills:</b>	Python, SQL, Power BI, Tableau, Dataiku, Excel (Advanced), PowerPoint, Salesforce, HubSpot, Jira
<b>Certifications:</b>	Strategic Management and Innovation, Microsoft Excel for Business, Google Project Management