

# Shubham Chowkse

Gunnar Schjelderups Vei 13B, 0485, Oslo, Norway  
+47-46556540 [shubhamchowkse@outlook.com](mailto:shubhamchowkse@outlook.com)  
LinkedIn @ [ShubhamChowkse](#)

## Academics

August 2022 – Present	<b>BI Norwegian Business School, Oslo, Norway</b>	<b>Bachelor of Digital Business</b> Deeply insightful program in Digital Transformation, emphasis on Digital Innovation and Value Creation. Courses such as Programming & Database Management, Digital Value Creation, Digital Problem Solving & Task Automation, Digital Business Analysis, Business Information Systems, etc.
July 2012 – June 2016	<b>Uttar Pradesh Technical University, India</b>	<b>Bachelor of Technology in Mechanical Engineering</b> <b>Awarded: First Division – NOKUT Recognized</b> <b>Interned at Hindalco Industries Limited and UPRVUNL.</b> Focused on Material Science, Renewable Energy Development, Energy Management, Power Plant Engineering, and Industrial Management. <b>Researched Composite Materials</b> with Kevlar and Carbon Fiber.

## Experience

October 2022 – Present	<b>BI Startup @ BI Norwegian Business School, Oslo, Norway</b>	<b>Head of Business Development, Part-time</b> <ul style="list-style-type: none"><li>Received this position to develop BI's Incubator Project. Majorly improving business outreach.</li><li>Created a simple ERP, CRM, HR, Project Management Database using Notion and integrated Slack.</li><li>Partnered with Amazon AWS Activate, Notion, Hubspot, and Notion to deliver digital tools to students.</li><li>Mentored students in their design thinking and aided in their developing their business model canvas.</li></ul>
February 2022 – Present	<b>BI Norwegian Business School, Oslo, Norway</b>	<b>Research Assistant, Part-time</b> <ul style="list-style-type: none"><li>Received this position to research and prepare a strategy to develop a Digital Business Lab</li><li>Tasked with thorough analysis of researchers and academic development in institutions.</li><li>Prepared proficient database in Notion to acknowledge KPIs and investigate digital tools.</li></ul>
February 2022 – Present	<b>EVYON AS, Oslo, Norway</b>	<b>Assistant to COO, Operations (Workshop), Part-time</b> <ul style="list-style-type: none"><li>Experienced Operational Excellence in workshop operations by accomplishing OKRs.</li><li>Ensuring Quality in Logistics &amp; Deliveries, following HSEQ standards to encourage performance.</li><li>Boosting Production by inventory analysis, organization, scheduled procurement &amp; collaboration.</li></ul>
June 2016 – July 2022	<b>Rationale Energy Solutions, India</b>	<b>Business Development Manager, Full-time</b> <ul style="list-style-type: none"><li>Created a dynamic business model, linking all stakeholders in swift process management.</li><li>Implemented Google Workspace, Zoho One (Accounting, Inventory, ERP), Hubspot CRM, JIRA, etc.</li><li>Lead teams with 60 employees on multiple projects with an efficient overall growth of 128% annually.</li><li>Delivered successful projects worth up to 5 million NOKs and consulted on projects up to 25 million NOKs.</li><li>Engaged and specialized in Bid-Management, Procurement Forecasting, Project &amp; Product Development.</li></ul>
June 2012 – June 2016	<b>Power Electronics Corporation, India</b>	<b>Project Manager, Full-time</b> <ul style="list-style-type: none"><li>Setup strategies to successfully execute Government Tenders &amp; Bids, through market analysis.</li><li>Maintained project management standards and assessed the structure to reduce project timelines by 60%.</li><li>Built long-lasting relationships when working with Commercial and Project Managers at ABB, Siemens, SE</li></ul>

## Projects

- BI StartUp – Incubator Project @ BI Norwegian Business School, Oslo
- Digital Business Lab @ BI Norwegian Business School, Oslo, Norway
- Freyja Pilot Project, Evyon AS, Oslo Norway
- enhanc™**, Project brand & service design for buying the right PC
- Digitalization of workflow and site management
- Server Farms for State & Central Govt. of India Datacenter
- B2B, B2C, eCommerce & Retail for Stanley, Black & Decker
- 132kV Electrical Feeder Bay - Hydro Power Station

## Skills

<b>Hard Skills</b>	Data Visualization & Analysis; Collaboration; Teamwork; Networking; Communication; Innovation; Digital Transformation; Research; Development; Project, Procurement & Bid Management; New Business Development	<b>ICT Skills</b>	<b>Office:</b> Microsoft Office 365 and Gsuite <b>eCommerce:</b> Wix, Shopify, Squarespace <b>Analytics:</b> Google Analytics, Zoho Analytics <b>Programming &amp; Database:</b> Python, R & R Studio, Stata, MySQL <b>CAD:</b> AutoCAD, Solidworks, SolidEdge, Creo <b>Content:</b> Photoshop, Illustrator, Premiere, Procreate, Canva <b>Commercial:</b> Odoo, Zoho, Hubspot <b>Project Management:</b> Notion, Asana, Jira, Microsoft Projects
<b>Certifications</b>	Google Project Management - Certificate Jira Fundamental Asana Ambassador Notion Campus Leader	<b>Misc</b>	<b>Language - English – CEFR C1 – Fluent</b> <b>Recreational -</b> Entrepreneurship, Science, Technologies, Innovation, DIYing, Workshops, Research <b>Hobbies -</b> Backpacking, Road trips, Hiking, Digital Art, Cooking

References & Certifications are available upon request